Office Appliances

The Magazine of Office Equipment

founded by Geo. H. Patterson Edited by Evan Johnson Published by the Office Appliance Company at 417 So. Dearborn street Chicago Ill.

Subscription price $1.50 the year in United States and Possessions ... foreign subscriptions $2.00 the year

with the Key on the cover

APRIL
1912
20 cts.

MASTERSON

How 130,000 Cut Their Costs

It has taken 20 years' experience investigating thousands of businesses in hundreds of lines, involving millions of dollars to make these books.

One is now a text book in the Universities of Wisconsin, Minnesota and Indiana—*all are text books* in 130,000 progressive business offices.

These books don't talk glittering generalities, but in simple, easy-to-understand language, get right into the heart of your individual problems, and help answer the question "How can I do business at less cost?" For instance, they show how, with a

Burroughs Bookkeeping Machine

a storekeeper can get in a few minutes the sales and expense figures by clerks and by departments. You can show up your business so you see just where you are strong and where weak, and, therefore, how to build your profits. Select the book that fits your business, jot it down on your letterhead and mail it today. If you will mention any special difficulties, we will try to help you solve them—without cost or obligation.

Burroughs Adding Machine Company
39 Burroughs Block, Detroit, Michigan

Makers of adding and listing machines, listing and non-listing calculating machines—so different models in 492 combinations of features—$150 to $450, easy payments if desired

This Ad.

is appearing in an April issue of the Saturday Evening Post, the Literary Digest, several business magazines, and in over 200 other publications throughout the country.

RAMER
REMANUFACTURED TYPEWRITER

The Dollar Sign in BUSINESS

A money maker for Dealers
A money saver for Users

The well-known sign of the Ramer Remanufactured Typewriter is a guarantee of value received to the consumer and big profits to the dealer. The strongest argument you can make to a business man is a saving in cold cash. This is the argument which has placed Ramer Remanufactured Typewriters in the fore-most rank of money-makers.

Unless you have seen or used a Ramer Remanufactured Typewriter you have not an adequate conception of what this phrase means.

Our machines are all actually manufactured—stripped to the bare frame and then reconstructed by experts under manufacturing conditions which are similar to those in the factory which first turned out the machine. There is nothing hit or miss about our remanufacturing process. It must be as complete and genuine as skill and new materials can make it.

THE RAMER IS THE REAL REMANUFACTURED TYPEWRITER

WRITE FOR TERMS

Wholesale Typewriter Company

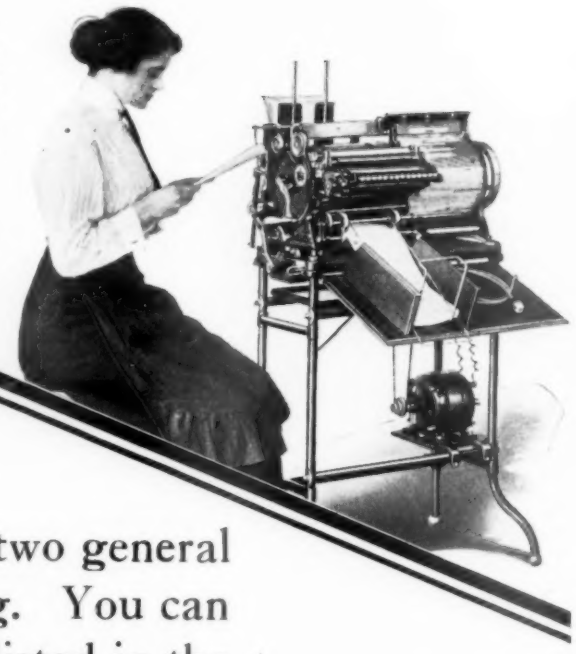
314-316 Broadway New York City

LONDON OFFICE: 136-137 Long Acre, W. C.

Couldn't get along without it

"We take pleasure in attesting to the great value we place upon its possession. The fact that we have possessed one from the beginning of our organization renders it impossible to state just how we could get along without it."

The Studebaker Corporation,
E-M-F Factories,
Detroit.



There are so many different uses for the Multigraph—in office, factory or store—that no business-man can afford to be ignorant of them.

YOU can divide Multigraph uses into two general classes—printing and form-typewriting. You can sub-divide those two classes into the uses listed in the coupon. And then you will have made only a beginning.

The Multigraph is so adaptable and so easily operated that users are daily discovering new ways in which it aids business. If you have any special problems in printing or form-typewriting, put them up to us to work out for you.

THE MULTIGRAPH

Produces real printing and form-typewriting, rapidly, economically, privately, in your own establishment

The Multigraph saves 25% to 75% of the printer's charges

FROM every section of the country come letters telling of Multigraph savings—but more significant are the reports of how the Multigraph aids efficiency—saves time, holds customers, gets new business, and is ready in any emergency, day or night. Many users tell us they consider these advantages of the Multigraph to be even more important than the saving.

You can't buy a Multigraph unless you need it

THAT'S self-interest. We want every Multigraph user to be a booster—and so you can be dead sure we mean it.

Your own needs have got to furnish the selling-ammunition—but we shall be glad to have one of our representatives assist you in analyzing your needs and opportunities.

If you wish further information before you call in a representative, ask us for literature, data and samples.

Write today Use the coupon

Ask us also about the Universal Folding-machine and the Markoe Envelope-Sealer—two great time and money-savers in any office that has large outgoing mails. They run by electricity—taken from any lamp socket—yet they're so simple that they can be efficiently operated by inexperienced help.

Multigraph Letters bring Business

"I sent out 3,227 personal letters as a direct result of which I made 47 sales, aggregating $6,925. These letters were all Multigraphed."

W. S. Decker,
Specialty Salesman
New York City.

Saving $60 a month with the Multigraph

"Our Multigraph is now saving us an average of $60 per month the year round. However, we consider this one of the smallest assets of the machine, as it has made and saved for us hundreds of customers and thousands of dollars that we would have otherwise lost."

Nashville Syrup Co.
Nashville, Tenn.

What Uses Are You Most Interested In?

Check them on this slip and enclose it with your request for information, *written on your business stationery.* We'll show you what others are doing.

AMERICAN MULTIGRAPH SALES CO.
1830 E. Fortieth St., Cleveland

Printing:
- ___ Booklets
- ___ Folders
- ___ Envelope-Stuffers
- ___ House-Organ
- ___ Dealers' Imprints
- ___ Label Imprints
- ___ System-Forms
- ___ Letter-Heads
- ___ Bill-Heads and Statements
- ___ Receipts, Checks, etc.
- ___ Envelopes

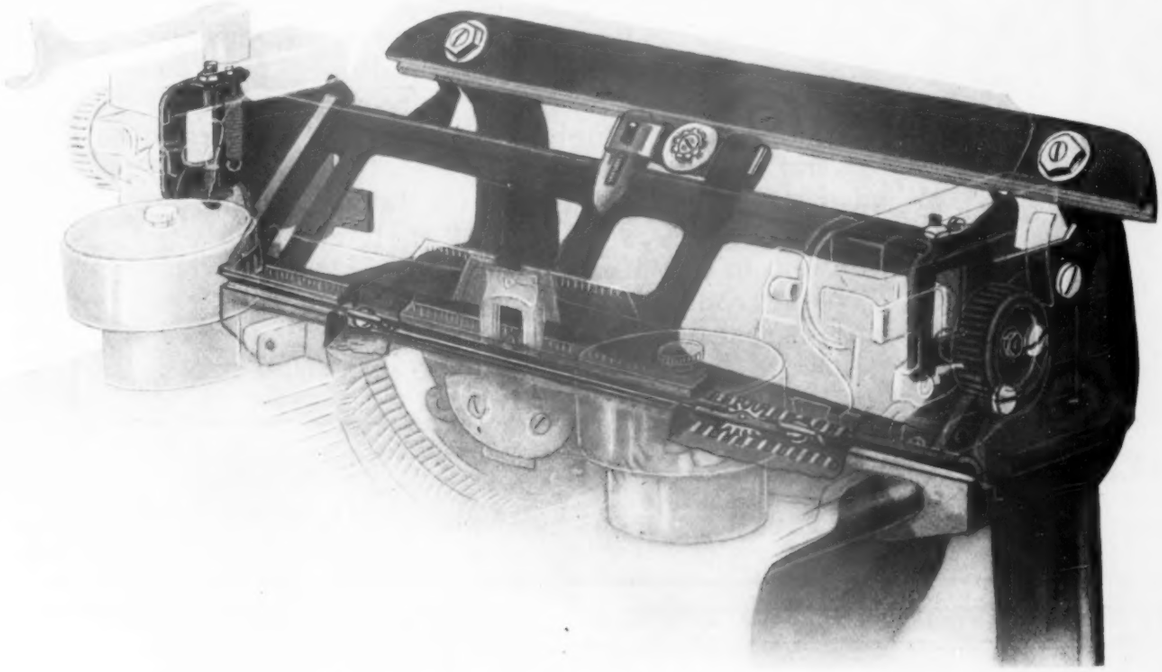
Typewriting:
- ___ Circular Letters
- ___ Booklets
- ___ Envelope-Stuffers
- ___ Price-lists
- ___ Reports
- ___ Notices
- ___ Bulletins to Employees
- ___ Inside System-Forms

The American Multigraph Sales Co.

Executive Offices: 1830 E. 40th Street Cleveland Sixth City **Branches in Sixty Cities—Look in your Telephone Directory**

European Representatives: The International Multigraph Co., 59 Holborn Viaduct, England. Berlin, W-8 Krausenstr. 70 Ecke Friedrichstr.

SECOR



Carriage Construction

The carriage construction of the **Secor** Typewriter is an innovation. It automatically adjusts itself to wear and vibration. Its four point ball and center ball bearing roller support gives a rigidity and an accurate, smooth travel possessed by the carriage of no other writing machine. The lower or supporting ball runway is brought forward to a point where it is nearly central under and close to the platen, which eliminates the overhanging platen construction so common in other typewriters, and brings the carriage support closer to the printing point than has ever before been accomplished.

The elimination of creeping ball bearings in the carriage travel is another **Secor** innovation. The operator may write short lines for hours with perfect freedom from this troublesome feature heretofore persistently present in other typewriters with ball bearing carriages. The advantages of three-point contact are retained and wonderfully improved by the center roller bearing support and non-creeping bearings.

Another innovation is the platen shift control on the **Secor**. It has eight control stops, as against two and four now in use by other manufacturers. This superior construction lessens the wear because of more even distribution of control stops; lessens the necessity of adjustments because of wear; lessens the noise of the shift mechanism because of a peculiar combination of contact surfaces; and gives a rigidity of the platen for upper and lower case work never before secured in writing machine construction.

The **Secor** carriage and platen construction, combined with our perfect type bar control, **solves the alignment problem.** The **Secor** is always in alignment, and during the entire life of this machine the alignment will remain true.

Write for our book, "The Perfect Line"

It tells how the problem of Permanent Alignment has been solved.

Secor Typewriter Co.

General Sales Offices, 302-304 Broadway, New York

Chicago Office, 5 N. Wabash Ave. Factory: Derby, Conn.

The Song of the RETYCO

"Retyco" machine will give you much pleasure,
Made by a Company who gives you full measure.
It's built upon honor, resplendent in dress,
If you buy machines here, we're sure you'll confess
The bargain you've bought and then you'll feel proud
And say to your friends quite often and loud
When in need of typewriters, drop Baldwin a line,
He'll serve you "Retycos," they're certainly fine.
We've built up our business not slowly but sure,
Your troubles we now are helping to cure,
So send us that order, come send it along,
We're doing our best to help make you strong.

REBUILT TYPEWRITER CO.
GEO. A. BALDWIN, Pres.
CHICAGO, ILL.

YOUR LAWYER

for one consultion may charge you a fee running up into hundreds of dollars. But this wonderful book, Commercial Law Simplified, may save you these many dollars. This book is well bound in cloth; has over 500 pages; gives the legal rate of interest in every state; has 80 pages of legal forms; a digest of corporation laws of every state. This book has never been sold for less than $3.50 (and in one binding $5.00) but it has been withdrawn from sale and is now offered only with new or renewal subscriptions to BUSINESS. For one dollar less than this book alone used to sell for, you may secure it and also our splendid magazine BUSINESS, for one year. Commercial Law Simplified is a volume that should be on the desk of every Business Man. It should be on your desk—because it will help you in a great many ways almost every day. It would be simply impossible to anticipate in advance and point out to you how this book will be valuable. After you consult it once, you will find there are more ways than you could dream of in which it can help your business. It has a money value which cannot be computed. And bear in mind that this is strictly a law book for the Business Man. It is written, not for the lawyer, but for the layman. It is written so clearly, so concisely, that you can easily understand and adopt its rules, and yet it is so thorough and complete that in but very few instances will you need go any farther for information. Everyone writes us in praise of this book. You will do so too. But first send only $2.50 along with the coupon below properly signed. Remember this—every penny of the your remittance is yours again if you want it.

MAY EASILY BE WORTH $1,000.00

THE BUSINESS MAN'S PUB. CO., LTD., Detroit, Mich.

Here is $2.50 for which {enter / extend} my subscription to BUSINESS for one year and also send me a copy of Coumercial Law Simplified. You are to return the entire two dollars and a half if I return the book.

NAME _____

DATE _____ **ADDRESS** _____

Foreign $3.50. Canadian $3.00 O. Appl.

Just one idea taken from one issue of BUSINESS—if properly applied to your business—may be made to realize hundreds, yes thousands of dollars.

BUSINESS comes every month and is just chucked full of ideas. We believe each and every issue of BUSINESS, is invaluable. You can't get ideas from nowhere—something has got to start them. It is studying such magazines as BUSINESS, keeping in touch with what others are doing—that engenders ideas. Use the coupon right now.

Expansion, Progress, Efficiency

That is the meaning of the consolidation, on March 1st, of the sales organizations in America of the three leading and standard makes of typewriters, the

Remington
Smith Premier
Monarch

This one greater unit under a single executive control is the

Remington Typewriter Company

the Greatest Typewriter Organization in the World.

This consolidation affords our customers an unrivaled variety of product—three distinct makes of typewriters, each of a different type and each the best of its kind. Our regular typewriters, billing typewriters, wide carriage typewriters, adding and substracting typewriters, etc., cover every conceivable requirement of the typewriter user.

It insures to every present owner or future purchaser of Remington, Monarch, or Smith Premier Typewriters the best, the most complete, the most far reaching, the most efficient service ever provided to users of the writing machine.

Remington Typewriter Company

(Incorporated)

New York and Everywhere

No. 218
Light Golden Oak or Solid Mahogany. Rubbed Dull.

Could You Sell This Chair?
Why--?

MANY a buyer will answer yes or no without hesitation. The wise dealer, however, will probably refuse to commit himself. His answer will more than likely be, "I don't know. I will have to investigate and find out more about your chair before I can answer."

That's all we ask you to do—investigate. Read over the following description of the above chair, then if you want more information, send for our new 56-page Catalog showing 134 designs in Office Chairs.

Chair No. 218 is made in Light Golden Quartered Oak or Solid Mahogany, rubbed dull. The back is 16½ in. high. Top slat is 7 in. wide and bent so as to give a broad, easy sweep to the back. Four 2 in. banisters in the back. Solid Quartered Oak saddle seat, 18 in. deep, 20 in. wide and 1½ in. thick, all selected stock.

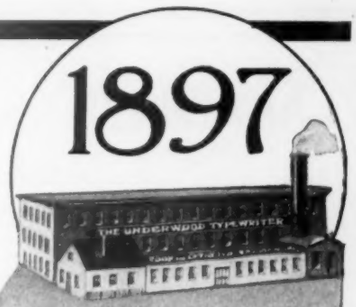
Seat rail is 1¾ in. wide and extends entirely around the chair. The ends are doweled into the front legs and the rail is also screwed to the seat. Back posts are made of clear, heavy stock 2¼ in. wide. Legs are strongly braced by square stretchers in front, sides and back. All screws are countersunk and holes plugged flush. Price in Oak $6.50 each. Solid Mahogany $9.50.

Murphy Chair Co.

Detroit, Michigan

Chicago Salesroom, 1326 Michigan Avenue

"Coming Events Cast Their Shadows Before Them"—



The Tremendous Advance which has placed the

Underwood Typewriter

So far in the lead—in this short time—was made certain from the beginning by its recognized superiority of construction over every other writing machine.

"The Machine You Will Eventually Buy"

UNDERWOOD TYPEWRITER CO.
(INCORPORATED)
Underwood Building New York
Branches in all Principal Cities

THE UNDERWOOD FACTORY TODAY —— THE LARGEST TYPEWRITER FACTORY IN THE WORLD

The MOON-HOPKINS Billing Machine

Although but recently brought upon the market, is already installed and saving money in many of the

Leading Houses in the Country

It contains four

Adding Machines

in one, instantaneous subtraction, short method multiplication, is motor driven, has a first class

Typewriter

and is equipped with an automatic carriage return device.

"The Machine That Thinks"

The Moon-Hopkins is the embodiment of all the best features of the adding and calculating machine art and in addition has new and striking features never before attempted. It will do more different kinds of work than any other machine made. It will also do its work in better commercial form than any machine now on the market and in less time.

The ability to transfer numbers or totals from one accumulating register to another, gives the Moon-Hopkins precedence over any other machine on the market in its range and capacity for different kinds of work, and brings it into closer touch with the commercial world.

SEND TO THE NEAREST OFFICE FOR PARTICULARS

MOON-HOPKINS BILLING MACHINE CO.

Office and Factory: 2235 O'Fallon St.
ST. LOUIS, MO,

CATALOGUE ON REQUEST

660 Old Colony Building
CHICAGO, ILL.

The ROYAL STANDARD TYPEWRITER Is Guaranteed!

THE NEW MODEL No. 5 ROYAL comes to you with the unconditional guarantee that it will do highest grade work for a longer time at less upkeep expense than machines usually listed at 33⅓ per cent higher in price.

THIS GUARANTEE IS ACTUALLY ATTACHED TO EVERY NEW MODEL ROYAL JUST AS YOU SEE IT IN THE ILLUSTRATION

Back of this guarantee are the resources and experience of one of the largest and most important typewriter manufacturing concerns in the world. Do you think we would dare make such a guarantee if we did not know that the ROYAL has the simplicity and durability to outclass any other machine?

NEW MODEL

THE NEW No. 5 ROYAL (latest model of any typewriter on the market) has two-color ribbon, tabulator, back spacer and all the worth-while features of the highest priced machines.

ILLUSTRATED BOOK FREE

Write at once for our handsome 32-page "ROYAL BOOK" and get the facts about the **best built typewriter in the world.**

ROYAL TYPEWRITER COMPANY

Royal Typewriter Bldg.
New York

Principal European Office:
75-a Queen Victoria St., London

Branch Offices and Agencies in all Principal Cities of the World.

FINE ROTARY CHAIRS with NEW HIGH-GRADE IRONS

The new M. & S. Feature

A Chair Iron as good and lasting as the chair itself —this is the new feature offered in M. & S. Chairs—a feature never before obtained in high grade designs. The new M. & S. Iron operates easily—silently. It is strong and rigid.

Increase Your Sales

You can double your sales on Rotary Chairs by offering this new iron. A demonstration of its smooth and silent operation is convincing. It is an immense advantage in competing for office contracts. This iron can only be obtained on Marble & Shattuck Chairs, and with the greater sales possibilities which it provides, combined with the beautiful designs and strong construction of M. & S. Chairs, it furnishes talking points superior to those of any other line.

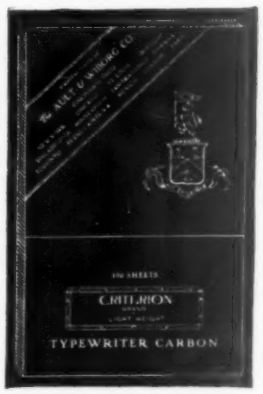
Write for this Booklet

We have issued a booklet called "*A Revolution in Chair Irons*" which explains more fully the advantages of this new tilting mechanism. It will be sent upon request. The complete line of Marble & Shattuck patterns is shown in our large catalog.

Chicago Office, 304 South Wabash Avenue New York Office, 815 Marbridge Building

The MARBLE & SHATTUCK CHAIR CO. *Cleveland, O.*

This is a GOOD Line



EVERY TYPEWRITER RIBBON and each Sheet of Carbon Paper Shipped out from The Ault & Wiborg Factory has been made with the definite intention of causing the person who may use that article to want more just like it.

If you are not handling the **A. & W. Line,** it would be mighty good business for you to secure samples and prices.

YOU'LL LIKE PROMPT SERVICE TOO

The Ault & Wiborg Company

Factory: Cincinnati, Ohio

CHICAGO, 619 S. Dearborn St. NEW YORK, Cor. Pearl and Elm Sts. ST. LOUIS, 322 No. Third St.

BUFFALO, 145-147 Ellicott St.
PHILADELPHIA, 1217 Cherry St.
MINNEAPOLIS, 729 Fourth St. South
SAN FRANCISCO, 545-547 Mission St.
BOSTON, MASS., 394 Atlantic Ave.
CLEVELAND, 121 St. Clair Ave., N. W.
ATLANTA, 127-129 Central Ave.

TORONTO, CANADA, 19-23 Charlotte St.
MONTREAL, CAN., 302 Lagauchetiere St., West
WINNIPEG, CANADA, 259-261 Fort St.
HAVANA, CUBA, Calle Galiano 69
BUENOS AIRES, S. A., 535 Calle Bolivar
PARIS, FRANCE, 82 Quai de Jemmapes
LONDON, E. C., ENGLAND, 4-5 St. John's Square

Buy *YOUR* Platens

—From—

THE AMES & FILSTEAD CO.

the largest **independent** concern in the typewriter platen business—we have no "entangling alliances"—we do not sell typewriters at either wholesale or retail. We specialize on platens to the trade only.

YOU NOW HAVE YOUR CHOICE OF TWO AMFIL PLATENS

The AMFIL STANDARD NON-HARDENING and our new AMFIL SPECIAL—a low priced platen.

Each of these two platens is produced by the same unique, unapproachable Amfil process—the difference in price representing merely a corresponding difference in the grade of materials used.

Remember that the same Amfil service, careful attention and prompt shipment of orders, is given with either platen. Write at once for full particulars.

THE AMES & FILSTEAD COMPANY

Producers of Better Platens for Typewriters

CHICAGO
508 S. Dearborn St.

BOSTON
161 Devonshire St.

NEW YORK
314 Broadway

DENVER
1649 Champa Street

SAN FRANCISCO
58 2nd Street

Special Representatives for Great Britain:
Thrale & Beaumont, Kingsway House, W. C., London

"First in the Field, Built Not to Yield"

All Steel Frames, Electrically Welded. The one great advancement in the evolution of protection for your records.

MEILINK'S PORTABLE VAULT

(Patents Allowed)

One that demands the confidence of your prospective buyer the moment he sees it, and that will hold it upon examination

Because it has—

—Real fire and thief protection.
—The *necessary strength* to stand a fall.
—The *necessary strength* to stand a crushing strain.
—Electrically welded steel angle frames.
—Bolt work that will always operate freely, will always stay in perfect alignment.
—The best key changing combination safe lock.
—Shelves that have a real adjustment.

Write for our exclusive agency proposition.
Ask for 1912 seventy-two page catalog.

The Meilink Mfg. Co., 1200 Jackson Ave., Toledo, Ohio.

We have often been asked why the American Writing Machine man in every community is so uniformly successful. He always makes money, he always has plenty of business—it seems as though success were assured him as soon as he took up the American Factory Rebuilt Line.

¶ There are a good many reasons which underlie the pronounced success of all our dealers. These reasons may be summarized under the one heading, "Following the prospective customer's path of least resistance leads to success."

¶ In the first place, the American Writing Machine man in dealing with the prospective customer, profits by the result of many years of strong consumer advertising giving him the advantage of all this accumulated selling force of specialized publicity.

¶ Second—The American Writing Machine man wastes no time in trying to eliminate the prospective customer's preference for some particular machine. He simply fills the demand. It makes no difference, Remington, Smith-Premier, Monarch, or the Whatnot, our dealer sells any or all machines.

¶ Third—After the order is taken, still following the lines of least resistance, the customer's own wishes and interests being followed throughout, the machine is delivered and is so expertly rebuilt that complaints or repair calls are practically nil, he gets what he wants and is satisfied. That in a nutshell is the secret of the American Writing Machine man's success in every community.

¶ If you are not an American Writing Machine dealer, write at once for full particulars, prices and catalogue. We can put you on the path to a money-making business that is almost certain of success.

AMERICAN WRITING MACHINE COMPANY

345 Broadway, New York
437 So. Dearborn St., Chicago

Round Out Today's Work

Make today your best day—the day you finish things.

Don't let the fag ends of the last hour's task fray over to discount to-morrow's success.

Don't let the unsettled problems of the now wait to sap tomorrow's strength.

When tomorrow becomes today, 'tis too precious to putter away on yesterday's left overs.

The started task is never so easy as now, the unfinished one never so difficult as on to-morrow.

Honor the new day with the new task.

Finish today's work today.

—*Business.*

ELLIOTT-FISHER · THE BOOKKEEPING MACHINE

Speed is economy when accuracy is not sacrificed.

Elliott-Fisher is accurate at all speeds.

ELLIOTT-FISHER
The BOOKKEEPING MACHINE

finishes and proves today's bookkeeping work today. There are no fag ends of to-day's accounting troubles hanging over for tomorrow, no mistakes to look for at the end of the month when every minute is valuable, no delaying this month's work to hunt for errors made last month. The "Trial Balance" is always waiting to be taken off whenever wanted,

You can post to a standard loose leaf binder without removing the pages from the book, or to a card ledger, and always the finished record is in plain, clean clear cut machine writing.

Send a sample of your ledger page or card, with your name and address, for full particulars as to what we can do for you.

ELLIOTT-FISHER COMPANY

42 Cedar Street HARRISBURG, PA.

HONESTLY NOW----

When you come to think of TYPEWRITER PLATENS, are you not of the opinion that the Typewriter Manufacturers use mighty good judgment when they use

GOODRICH PLATENS

ALMOST EXCLUSIVELY?

That's the biggest argument we have to offer as to why you should use "GOODRICH PLATENS" exclusively. ¶ You're always sure of a uniform quality and then—"the new standard price on all lengths for all makes of machines is another big inducement for you to get in close touch with us at once. Get acquainted now—*Write us today.*

TYPEWRITER SUNDRIES COMPANY

31 West Lake Street **CHICAGO**

We manufacture

Roll and Flat-Top Office Desks, Standing Desks, Typewriter Desks, Office Tables.

A FULL LINE OF

Sanitary Desks

WRITE FOR CATALOG

Globe Patent Typewriter Desk.

J. F. DIETZ & COMPANY

309 West Third Street, Cincinnati, O., U. S. A.

CORONA

(STANDARD FOLDING MODEL THREE)

One Reason Why We Are Getting So Many Orders

In selecting a typewriter there is more to be considered than the mere question of *quality in results.* A good deal depends upon how easily results are obtained.

A man may need a typewriter while traveling, but if he has to use a different one every day or lug forty odd pounds of machinery around the country, results are apt to come hard.

The Corona is designed to make typewriting easy for this man and every other man who requires *a machine for personal use.*

Weighs 6 Pounds, Built to Standard Requirements

STANDARD TYPEWRITER COMPANY

GROTON, N. Y., U. S. A.

Manufacturers:

More than one half the space available in the 1912 New York Business show is **sold.**

You can get a good space if you act **now.**

Write for list of exhibitors and full information.

The firms who get space will surely be glad, for this year's show will be a "Hummer."

Annual Business Show Co.

150 Nassau Street
New York

The Genuine Rebuilt Typewriter

Five Essential Points:

POINT 1

Price should be to a certain extent subordinated to the question of quality. "Patched up" machines costing a trifle less than "GENERAL REBUILTS" proves disastrous when delivered to your customers and make an otherwise extremely profitable business disappointing.

POINT 2

Typewriters which have been completely torn down and rebuilt throughout and refinished "Like New" as our "GENERAL REBUILTS" which are of particular excellence and special export quality, will increase your business, attract customers and advertise you to the purchasing public and should be invariably selected.

POINT 3

Orders should be placed in advance in anticipation of the current demand of your business, as this will insure ample time to prepare machines without the dangers arising from hastily filling an order; avoids the danger of the rebuilder neglecting the finer points of the rebuilding in haste to serve you, and insures your invariably having the right quality, the right machines, at the right time.

POINT 4

You should deal with a responsible house, one with capital adequate and a stock of machines large enough to insure a responsible guarantee behind your dealings with them and the supply insuring you against disappointments.

POINT 5

You should purchase from a reliable house, one which evidences its bona fides, by guaranteeing its product, insuring its shipments, and tendering undoubted references.

General Rebuilt Typewriters
ARE
Genuine Rebuilt Typewriters

OUR REFERENCES:—Any Commercial Agency.
Importers & Traders National Bank, New York City.

General Typewriter Exchange, Inc.

General Offices—21 Murray St., New York City, U. S. A.

W. H. BEARDSLEY, Managing Director. **Cable Address—"GENTYPE, NEW YORK"**

Melton-Rhodes Roller Bearing Vertical Transfer Cabinet

¶ A winner for both users and dealers. This is, we believe, the finest transfer cabinet made. In fact, it is so well constructed that many concerns use it for their permanent files instead of a more expensive cabinet.

¶ The shell is made of cabinet oak top and sides with poplar back. Sides and top are double pannelled; reinforced with steel angle irons, equipped with two rollers in front on which drawer slides. The drawer has a cabinet oak front with poplar back, sides and bottom—equipped with brass label holders, pulls and leg base. The price is well within the reach of all and carries a good margin of profit for the dealer.

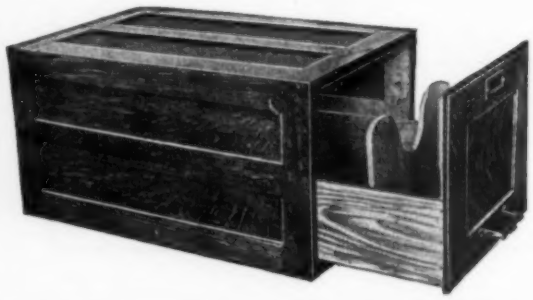
¶ Note especially the follower blocks, and that the drawers are assisted by rollers fastened to the bottom of the shell. The drawers suspend when pulled out in full length. The sections can be locked together either vertically or horizontally.

¶ This cabinet is made in three sizes—letter, cap and invoice.

¶ **Melton-Rhodes document files are purchased exclusively by contract by every department of the United States Government.**

¶ Write today for prices and catalog of complete line, including our many time and labor saving office specialties. *Manufactured by*

The Melton-Rhodes Company
Incorporated
General Offices, Washington, D. C., U. S. A.
Factories, Greensboro, N. C.



WHAT OFFICE APPLIANCES WILL DO FOR YOU

AS A SUBSCRIBER.

¶ **It will keep you in touch with the conditions existing in your field—conditions which affect you either directly or indirectly.**

¶ **It will give you ideas that will help you make your business bigger and better.**

¶ **It will put you in the way of making more profits on your old lines and point out new "green pastures" for you.**

¶ **It will inform you, as no other paper does, of the new things that are about to come upon the market—things the business men around you—your customers—will want to know about.**

¶ **It will create added interest and enthusiasm in your selling organization and inspire you to greater efforts.**

¶ **It will keep you in close touch with the men and concerns who make the things you are looking for.**

¶ **It will enable you to find almost instantly any article you are looking for—if it is an office appliance.**

¶ **It will pay back its cost to you a score or more times every year if you are the right sort of a subscriber.**

¶ **It will show the relationship which various office devices bear to one another, and don't overlook this fact—they all dovetail.**

AS AN ADVERTISER.

¶ **It will put your proposition before more men who make their living buying and "reselling" office appliances than any other paper on earth.**

¶ **It will put that proposition before them through a medium in which they have confidence—for they pay us to get it.**

¶ **It will help not only to keep your name before this army of buyers, but to burn it into their minds.**

¶ **It will often in a single month bring enough business to pay your advertising expense in it for a whole year.**

¶ **It will present your proposition with a dignity and force which you can determine in advance.**

¶ **It will call on more prospective customers each month than you can reach for the same amount in any other way on earth.**

¶ **It will not run up large expense accounts of doubtful accuracy.**

¶ **It will live at least 30 days after reaching destination, and often 60, 90 or a year, which you can't say of circulars.**

¶ **It will cut out all waste for you, thus saving you the cost of paying for waste.**

¶ **It will create a wider and deeper interest in all office devices, because it creates discussion, and in this wider interest you are bound to share.**

¶ **It will sell goods for you at a lower cost than any other force I know of.**

The MEMOGRAPH

The Silent Witness

Price $5.00

Just the right size for the desk

The Message Bearer That Never Forgets

Here at last is a perfect method for keeping memoranda, reporting telephone messages, issuing instructions, requesting informatinn, and the many other daily needs of a busy office, formerly kept on loose pieces of paper, scratch-pads or on the unsatisfactory old style duplicating devices.

At one operation, the Memograph makes, ONE COPY TO BE TORN OFF AND ISSUED TO THE PERSON INTERESTED, AND ANOTHER WHICH IS KEPT ROLLED UP IN THE MACHINE FOR INSTANT REFERENCE, SHOULD THE ISSUED MESSAGE OR INSTRUCTION BE LOST OR QUESTIONED.

The WHITE STAMP AFFIXER

This is Our Third Year of Actual Test, Which Proves Our Supremacy

The foremost business firms throughout the country endorse The White Stamp Affixer because their *daily use of it for over two years has proved its efficiency absolutely.* There are over twenty two hundred of these machines now in use. No other stamp affixer is backed by an *actual trial record* like that of the White Stamp Affixer.

The new speed table attachment shown in this illustration makes possible much greater speed in operation at slight additional cost. This new feature makes the WHITE more than ever the fastest stamp affixer invented.

DEALERS These machines are sold under a rigid manufacturer's guarantee which will protect you and your customer in every possible way. We stand behind you unreservedly in every claim you make.

The MEMOGRAPH "supply feature" will appeal to the live dealer. It means continued sales of paper rolls, carbon, etc. You build for the future when you sell a Memograph.

Write for Circulars

OFFICE APPLIANCE MFG. CO.

Main Office and Factory: Providence, R. I.

New York Sales Office; 200 Fifth Avenue, Room 459
Chicago Sales Office: 157 W. Adams Street, Room 350

Free: Ten Days' Test of the Famous Eclipse Pneumatic Inkwell

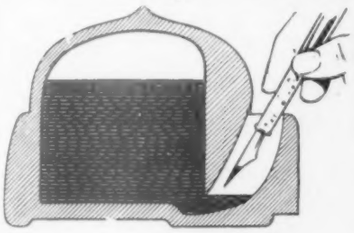
(Jacobus Patent)

The only inkwell that absolutely cannot let down more than just enough ink at one dip—3,000 dips in each filling—no soiled pen holder, fingers or desk; no dropping of ink, nor untidy work.

Ink cannot evaporate, dust or lint cannot get into it. Most economical, neatest appearing inkwell made.

No rubber to wear out or clog or be eaten by ink acid—all glass but practically indestructible.

Just to show you our confidence that the "Eclipse" is the inkwell you need for economy and cleanliness, send us your letter head or business card and we'll send you, postpaid, one Eclipse Inkwell.



TEST IT FOR TEN DAYS

If perfectly satisfied, remit **95 cents**—if not, return at our expense. That's all. You cannot lose. Send today. ¶ Free booklet gives you range of prices and large variety of styles of Ink Wells and Bases.

GENERAL SUPPLY CO.

Department A **Danielson, Conn.**

New York Office, 36th St. and Broadway, Herald Square Bldg.

A Chance to make BIG MONEY

Handle the "UNION" fast-selling office specialties

DANN'S ALL-STEEL DICTIONARY HOLDER.
Adjustable to fit any size book.

Dann's All-Steel Dictionary Holder and Dann's Wall-Bracket Book Holder are constructed entirely of **steel** and are consequently unbreakable. There are no springs or cheap castings to snap off, no woods to warp, nor iron to corrode.

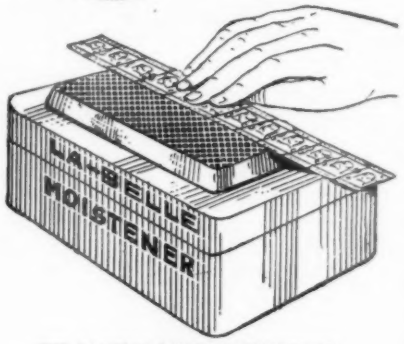
The Stand is adjustable to any height. The Wall Bracket can be turned in any direction. The slope of the book may be adjusted to any angle so as best to accommodate the eye in reading.

They are the best on the market and offer a wide margin of profit.

Another cracker-jack seller is the La Belle Sanitary Moistener. This device is an actual necessity in every office for moistening stamps, labels, sealing envelopes, counting money, etc., etc. It does not collect the dirt nor become gummed up with mucilage—it furnishes just the right amount of moisture for your purpose.

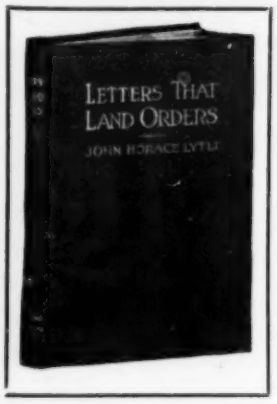
Write at once for circulars, prices and special discounts.

DANN'S ALL-STEEL WALL-BRACKET BOOK HOLDER.
Adjustable to fit any size book.



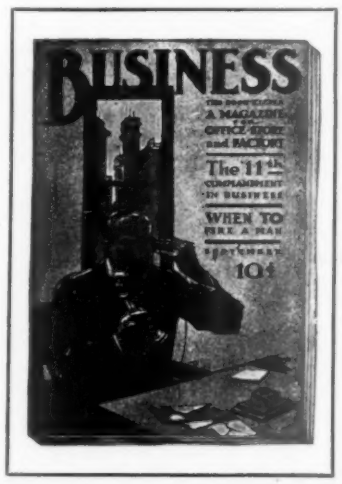
THE LA BELLE SANITARY MOISTENER.

Bal-Klos Mfg. Company, 1028-36 West Van Buren St., Chicago



Getting Orders By Mail

IS the most fascinating thing in business. It keeps human expectation alive every minute. You never know what the next mail will bring forth. You can hardly wait to get down to your office in the morning. Your dreams at night are of the next day's mail. The fellow who does not get mail orders, doesn't know what the acme of business pleasure is. The great possibilities offered by the *letter* has more to do than anything else with making Business the greatest game men play. But to get results—and the contingent exhilaration of constant expectancy—you've got to learn the fundamental principals of Scientific Letter Writing. There's no other way around. You can't guess at them. You can't wish for them. But if you will sign and send the attached coupon, we will at once send you a copy of Mr. Lytle's book—the best that has ever been written on this subject. It shows you so clearly that you can at once apply the principles it teaches to your business. You can't afford not to have this book, and possibly the best offer of all is that we will enter your subscription to receive our splendid magazine, BUSINESS, every month for one year. The book alone is easily worth $1.50, and the combination is far too good to miss. So sign coupon and forward with remittance today. *Your money back if you want it.*



THE BUSINESS MAN'S PUBLISHING CO., Ltd. O. App.
111 W. Fort Street, Detroit, Mich.

Gentlemen:—Herewith is $1.50 for which you may enter my name to receive BUSINESS for 12 months and also send me a copy of LETTERS THAT LAND ORDERS.

Name.....

Address.....

City and State.....

Foreign, $2.50; Canadian, $2.00

This Giant Comptograph

THE STEEL BRAIN OF BUSINESS

The Amen in Adding-Computing-Listing Machinery

Time and Money Saving Cuts in Bookkeeping and Accounting

Learn how one man can do three men's work—how to effect short cuts in accounting without radical changes in your present system—how to collect your money quicker by *always* getting your balance proved and your statements out on the *first* of every month—handle "cash received" quickly and easily—save time in figuring discounts, verify incoming invoices without loss of time—compute interest for any time at any rate—reduce measures from one denomination to another—short cut any lightning calculating applying to your own line of business—insuring greater all around efficiency.

The Giant Comptograph will reduce the labor of office routine and cut down your pay roll expense. At least investigate—it's to *your* interest to do so. Check on the coupon the work in which you are most interested—then tear it out and mail it to us now. In doing so you promise nothing—obligate yourself in no way.

To Office Equipment Men

We still have some very desirable territory open for a few good representatives to whom we can refer live prospects. Tell us of your qualifications and standing and we will forward details of our special plan.

Comptograph Company
1731 N. Marshfield Ave., Chicago

Simplicity—Accuracy—Durability

Fill Out and Mail Today

Indicate by check marks the work in which you are particularly interested, and we will suggest many money saving short cuts applying particularly to *your* business.

Comptograph Company,
1731 N. Marshfield Ave., Chicago

I am interested in:

- ☐ Handle Cash Received.
- ☐ Figure Discounts.
- ☐ Verify Incoming Invoices.
- ☐ Prove Trial Balance.
- ☐ Get Statements Out 1st of Month.
- ☐ Compute Interest for Any Time at Any Rate.
- ☐ Reduce Measures From One Denomination to Another.
- ☐ A Simple Pay Roll System.
- ☐ Special Work.

Without obligation on my part, please suggest how I can save money in my particular line of business.

Name.....
Business.....
Address.....

The Allsteel Safe

TRADE MARK

DESIGNED and manufactured as a part of **The Allsteel Line** **TO MEET** every need of the safe buying public

AGENTS MINIMUM INVESTMENT COMMANDS MAXIMUM SALES

¶ Three standard size stock Safes meet every customer's requirements. *A minimum investment.*

¶ Special or built-to-order filing cabinet interiors not required. *No specials or delays in filling orders.*

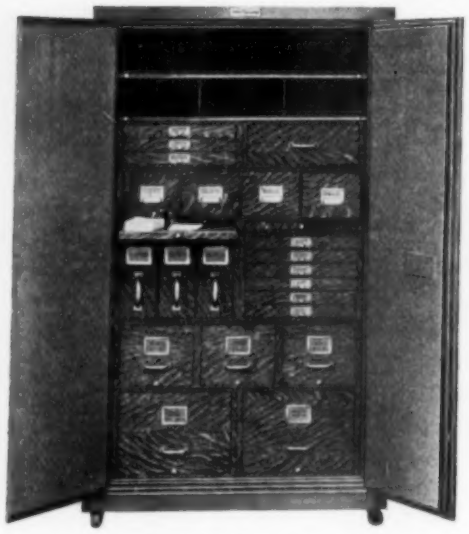
¶ Standard ALLSTEEL stock filing units used as safe interiors. Wydesteel and Unettes thus act in a dual capacity as office filing equipment —also as Cabinet Safe interiors. *Adaptable Stock.*

¶ Intermembering principle of Wydesteel and Unettes reaches maximum efficiency in equipping No. 200 and No. 201 Cabinet Safes. A selection of seventy-five stock sections makes possible thousands of different interior combinations for Safes. All delivered immediately from our regular cabinet stock.

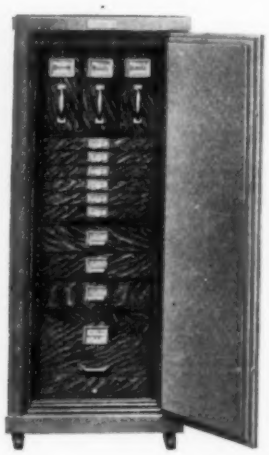
Write for Exclusive Agency Sales Plan with prices and discounts. Ask for catalog No. 150, picturing the one complete line of stock steel sectional filing cabinets.

THE GENERAL FIREPROOFING CO.

Home Office YOUNGSTOWN OHIO
EXPORT OFFICE 396 BROADWAY NEW YORK N.Y.



No. 201 Cabinet Safe with interior built up of intermembered U-Nette and Wydesteel sections; also plain shelf and three Pigeon Hole compartments.

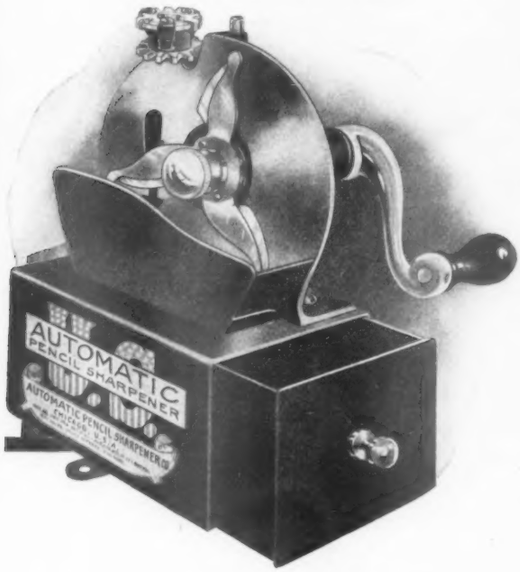


No. 100 Cabinet Safe with Standard stock U-Nette interiors.

No. 200 Cabinet Safe with interior of Wydesteel stock units and Style 200 Roller Shelves.

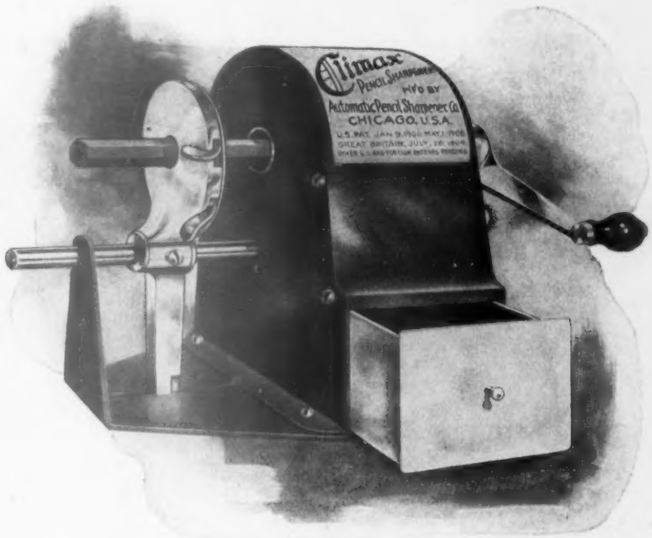
U.S. AUTOMATIC Pencil Sharpener $2.50 each

Finished in rich Black Enamel and Nickel Plated.
Size, 4¾ in. high, 2¼ in. long.



CLIMAX, $6.00 each

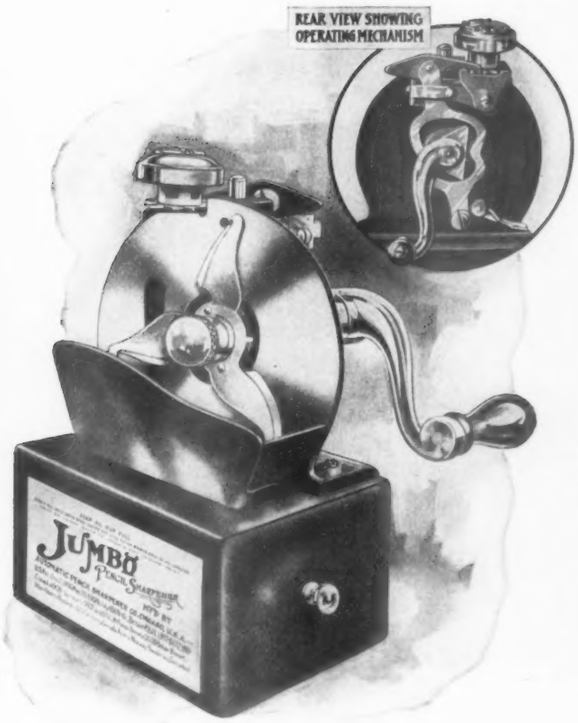
Handsomely finished in Gun Metal and Nickel Plated.
Size, 6 in. long, 5¼ in. high.



The Apsco Line Will Grow

The **U. S. AUTOMATIC, CLIMAX, JUMBO** and **ATLAS** comprise the **Apsco Line of Pencil Sharpeners**. With them the dealer meets every pencil sharpener requirement. Get our *New Illustrated Catalogue and Discount Sheet*, which tells the story in a nut shell, and be the first to show the line of **PENCIL SHARPENERS** that will

GET THE BUSINESS



JUMBO, $3.50 each

Finished in rich Black Enamel and Nickel Plated.
Size, 5⅞ in. high, 3⅝ in. long.

Automatic Pencil Sharpener Co.
28 East Randolph Street, Chicago

Office Specialty Men

are invited to correspond with us.

We have an **Interesting Proposition to Offer.**

ATLAS, $5.00 each

Handsomely finished in Gun Metal and Nickel Plated. Mounted on mahogany or quarter sawed oak base.
Size, 5¼ in. high, 3¼ in. long. Size of base, 5¾ in. x 4¼ in.

The PEERLESS

The name and machine are synonymous

Safeguarded Against Theft of Stamps

It has taken six years to produce this machine, but it's worth the time spent on it.

Guaranteed

Against all imperfections in workmanship and material for one year.

Weight 18 Ounces

(ACTUAL SIZE)

Capacity 100 Per Minute

Made and inspected in our own factory under the supervision of mechanical experts, who know the stamp affixer business.

MADE OF
Swedish cold rolled steel, phosphor bronze, brass and aluminum.

All frictional parts on hardened roller bearings.

Finished in heavy bright nickel on copper.

This machine will without fail, FEED and CUT EVERY STAMP EXACTLY WHERE IT SHOULD BE. Affixes every stamp securely, unfailing moisture supply which never clogs.

PRICE, FIFTEEN DOLLARS

Correspondence solicited with responsible dealers. Exclusive territorial contracts will be given.

READY FOR DELIVERY IN ANY QUANTITY

SOLE MANUFACTURERS

PURITAN MAILING MACHINE CO., 301 Congress St., Boston, Mass., U.S.A.

"RONEO NUMERALPHA"

Why it is the best filing system on the market

¶ It combines the best features of alphabetical and numerical filing and eliminates every disadvantage.

¶ There is nothing to memorize—the system thinks for you.

¶ It is almost impossible to misfile, but should you do so, the folder can be instantly located by means of our automatic check. A DISTINCT RONEO FEATURE.

¶ It is the fastest filing system in existence. Folders can be found or filed in three motions.

¶ No card index is used and cross indexing is accomplished without a card system.

¶ It can be installed in any make of vertical cabinet and can be modified to suit all requirements,

¶ There are blue miscellaneous folders for the casual correspondent and buff tabbed folders for the regular correspondent. These folders are scored to expand ⅜″ and ¾″ so as to hold large numbers of sheets and to always set flat in the bottom of the drawer. A DISTINCT RONEO FEATURE.

¶ AND—(here's a big point and we stand alone in it)—we can locate any folder instantly without looking through all the other folders of a sub-division to find it, even though there be twenty or thirty folders in that division. Just think what this means to a busy concern.

¶ AND—there are "Cecure Folders" (another distinct Roneo feature), and these are "all that the name implies." They hold the sheets firmly BOUND LIKE A BOOK, latest letter always on top. Letters cannot become misplaced.

¶ The permanent main guide (made of heavy press board celluloid tipped indestructible) bears complete record of correspondence—no need to refer to transferred correspondence to ascertain whether or not you have had communication with certain parties. ANOTHER DISTINCT AND EXCLUSIVE RONEO FEATURE.

¶ AND—there are "WINDOW" guides. ANOTHER DISTINCT RONEO FEATURE. These permit the instant elimination of "dead matter" without losing record of its existence or location, and center cut guides for special sub-division.

¶ Absent cards (red) are NOT REQUIRED — system automatically checking itself—we have them, but only for the purpose of recording name of person borrowing folder.

¶ These are not all the good things in RONEO NUMERALPHA—we have an illustrated pamphlet that tells the whole story. Don't you want a copy of it?

THE

"RONEO NUMERALPHA" SYSTEM

OF

FILING CORRESPONDENCE

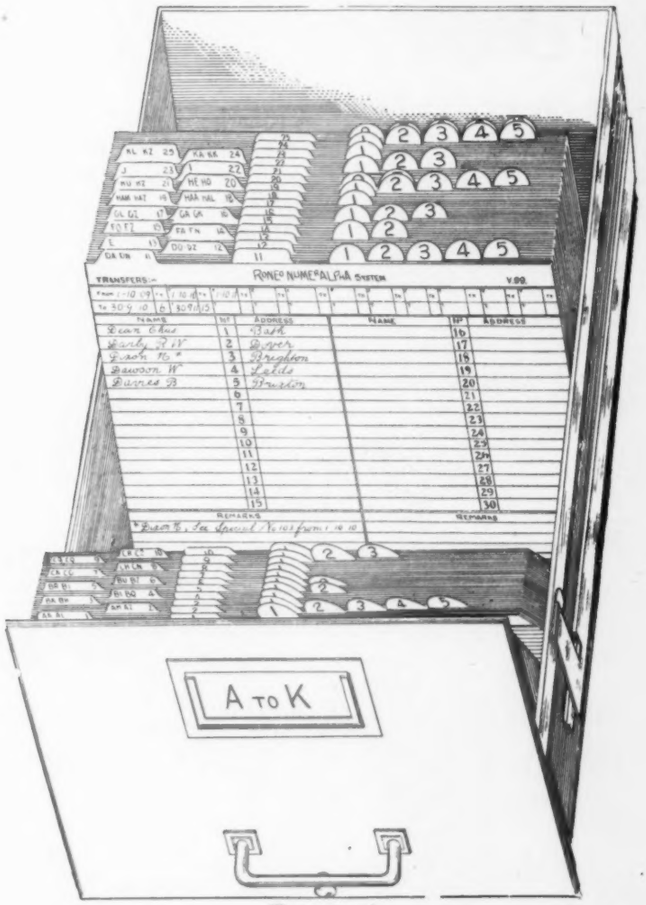


FIGURE 1.

Manufactured by

RONEO COMPANY

371 Broadway - - New York

LONDON PARIS BERLIN

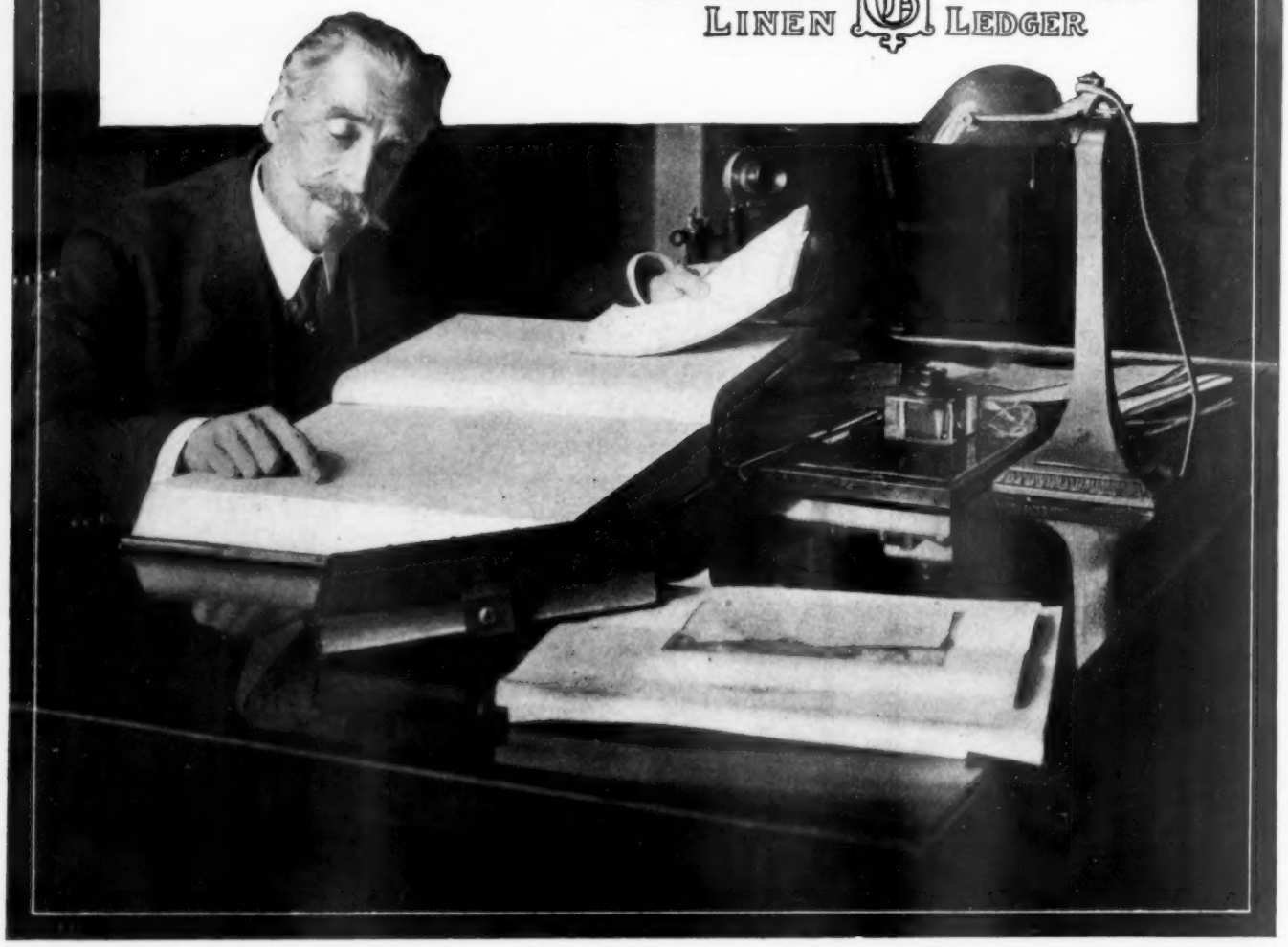
THE story, the standing and the very destiny of a business are told by its record books and ledgers. The good business man will not jeopardize their preservation by the use of books and ledgers made of cheap paper that deteriorates from age and handling. That is why banks, corporations, manufacturers and other big business institutions specify record books made of

Brown's Linen Ledger Paper

Brown's Linen Ledger Paper never discolors or weakens with age. Its strong, tough texture stands constant handling without signs of wear, and is ideal for loose leaf systems. Its perfect writing and erasing qualities are an aid to neat work. It is used by state and county governments and is Uncle Sam's standard. That is why it pays to recommend Brown's Linen Ledger Paper. Write for Sample Books. We also make All Linen and Bond Papers of the better grades.

L. L. Brown Paper Company
Adams, Berkshire Co., Mass.
Established 1850

Facsimile of *Watermark*
L.L.BROWN PAPER CO.
LINEN LEDGER

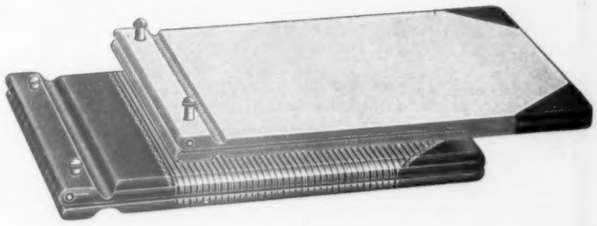


Here's a bunch of Loose Leaf Binders that will help you build trade

EVERY DEALER in loose leaf devices appreciates the fact that the best trade builders are the goods which not only attract new customers, but which keep the old ones coming back with profitable repeat orders—The

DeLuxe Line

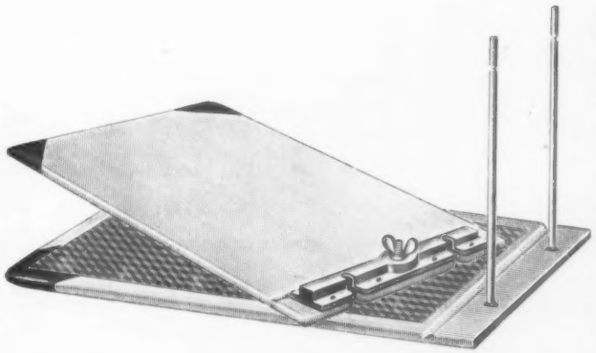
is made up of just such goods—and the binders we show on this page are some of the most popular numbers in the line. Every one of these devices has stood the test of time in thousands of busy offices.



O. K. SLOTTED LOCK BINDER

The O. K. binder has a positive, quick acting lock which is operated by a quarter turn of the winged nut. It has interchangeable solid posts which can be changed quickly giving any capacity from one to six inches. A larger output and greatly improved manufacturing facilities have enabled us to greatly reduce the price on this splendid device. The 8½x11 size is now listed at $1.00.

Assortments of 12 stock O. K. binders take quantity discounts.



STAR SECTIONAL POST BINDERS

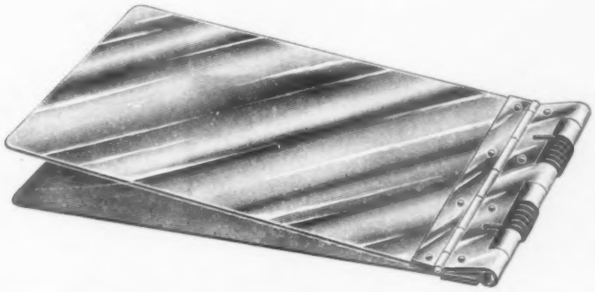
The Star line of sectional post binders is conceded to be the most popular on the market. It is made in 53 Stock Sizes in Full Canvas, and 53 in Russia and Corduroy. A glance at the list prices on page 16 of the New DeLuxe Line Catalog will show you that you can buy this high grade device at prices ranging from 50c to $1.00 less than any elsewhere. **There is a stock size for every stock sheet on the market.** Carried in stock in all sizes and both grades of binding both in New York and Chicago.

Assortments of 12 stock Star binders take quantity discounts.

KHAKI BOUND SHEET HOLDERS

Style H-Double Hinge. Style J-Single Hinge

These holders are bound in Government Standard Khaki—guaranteed waterproof—and are lined with press board, making the strongest and best holders for order blanks, requisitions, and other inter-house forms. Will outwear the ordinary canvas bound holders twice over. Have powerful steel springs which hold the sheets firmly. Assortments of 12 stock H or J holders take quantity discounts.



ALUMINUM SHEET HOLDERS

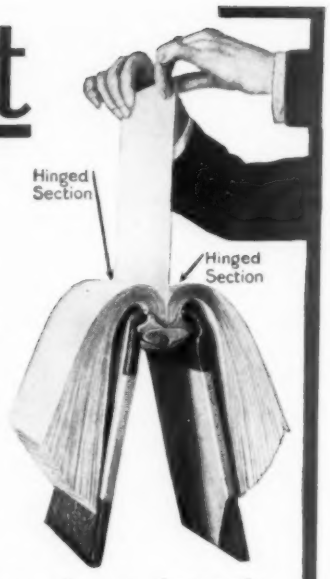
The Old Reliable "Style A"

This was the original metal sheet holder. It has been in constant use on many Chicago delivery wagons for years, and it is still on the job. Note carefully the riveted reinforcement around the hinge. This four piece construction **costs more** than the two piece construction in other holders and explains the durability of the "Style A." It is the only holder you can **guarantee** to stand up under the rough service encountered in wagon work. Assortments of 12 stock Style A holders take quantity discounts.

C. S. & R. B. Co. MAKERS OF THE **DeLuxe Line** LOOSE LEAF DEVICES

Factory, Sacramento and Carroll Aves. CHICAGO. **New York Branch, 123 William St.**

Meets Every Test



United States Patents Were Granted

BYRON WESTON
HINGED LINEN RECORD PAPER

because it is different from all others. It is the reliable Byron Weston Ledger with a flexible hinge put *in* during the process of manufacture. This is not an after treatment, and meets every test to which it may be subjected.

To obtain this flexible hinge there is no appreciable sacrifice of strength in any part of the sheet. It can be ruled, written on or erased as well in the treated section as in any other. The users of Byron Weston Papers know that for these qualities they cannot be excelled.

The Byron Weston Hinged Linen Record Paper has greater strength in its treated section than most papers used for loose leaf work have in their strongest parts. When this paper is employed books may be made shorter and less bulky, because, unlike other papers, the perfect surface, even over the treated section, allows the use of space clear to the binding edge. The customer is, therefore, no longer restricted to the use of cheaper grades for loose leaf work.

Write at once for our complete Sample Book U and a sheet of this wonderful hinged paper, with directions for ordering. We are now in position to make prompt deliveries on stock and special sizes.

BYRON WESTON COMPANY

Established 1864

DALTON *"The Paper Valley of the Berkshires"* **MASS.**

Perfect flat opening for highest grade ledger paper

Safety and Wisdom suggest the full line of Byron Weston Products—Linen Record Paper **for Bound Books**; Hinged Linen Record Paper **for Loose Leaf Books**; and B-W Defiance Bond **for Correspondence, Checks, Drafts, etc.** Accept no others.

DORNETTE DESKS

Our Latest Sanitary.

are the

BEST SELLERS

Made of high-grade kiln-dried hardwoods with unequaled workmanship.

The J. Dornette & Bro. Co.

Cincinnati, Ohio

Send for Catalog and Get Acquainted

Decide Now To Do What You've Long Wanted To Do

MultiKopy and Star Brand Typewriter Ribbons are standards in quality, in ease of sales and (perhaps you don't know this) in possibilities of profit. Probably you've been waiting for a special opportunity to make your first order of

TRADE MULTIKOPY MARK

Carbon Paper

Well—Here it is.

We will send any amount of MultiKopy and if the sales are not satisfactory at the end of a stated time, we'll buy back the remaining stock at cost.

MultiKopy won't fade in the paper itself nor in the copies. Neither will they rub, smudge or grow sticky. One sheet copies 100 letters; and 20 copies can be made at once.

THE WEBSTER STAR BRAND NON-FILLING TYPEWRITER RIBBONS TRADE MARK F.S. WEBSTER CO. BOSTON, MASS.

Star Brand Typewriter Ribbons

are guaranteed to make 75,000 impressions of the letters "a" and "e" without clogging the type so as to show on the paper. All colors; for all machines.

Send us a request for special prices and literature—about our advertsing and method of referring all inquiries to dealers. Don't put off any longer.

F. S. WEBSTER COMPANY, 338 Congress Street, Boston, Mass.

New York, 398 Broadway
Pittsburg, 432 Diamond St.
Vienna, Adlergasse, 16

Chicago, 211 W. Madison St.
London, 67 King William St.
Berlin, Friedrichstr. 60.

Philadelphia, 908 Walnut St.
Paris, Rue Saulnier, 10
Budapest, V-Alkotmany, u, 19

Kalamazoo
Loose Leaf Devices

KALAMAZOO DEVICES are to the Accounting World what the Turbine Engine is to the Steamship World. It represents the acme of perfection in its particular field. The many excellent features which the "Kalamazoo" devices contain, make it the most desirable proposition that can be presented to a prospective user.

Perfect Alignment

Demonstrating the quick opening and closing key-operated device in right hand cover

ALIGNMENT can not only be obtained, but it can be maintained in a "Kalamazoo" binder. A little jogging by the Bookeeper each night before he puts the books away keeps them exactly in place. Perfect alignment is important; prevents crinkling and creasing—but perfect alignment is only incidental to the all around superiority of the "Kalamazoo." It is simply in keeping with the many other features of the "Kalamazoo," which stamp is as "best."

RAPID OPENING DEVICE: In addition to the capacity of the "Kalamazoo" binder, which is controlled in the right-hand lid of the binder (and which is operated by a triple thread screw mechanism) we have in the left-hand cover our **rapid opening device** which is the most **rapid** opening device that could possibly be constructed. A push on the lever which controls the device and you can pull the covers apart in a flash, giving an additional expansion of 3″, which is used for the insertion or removal of sheets and which does not effect the capacity of the binder controlled in the right lid. This feature of the Kalamazoo makes it hours faster than any other binder. Eliminating waste minutes, much time is saved and increases bookkeeping efficiency to a wonderful extent.

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KALAMAZOO, MICH.

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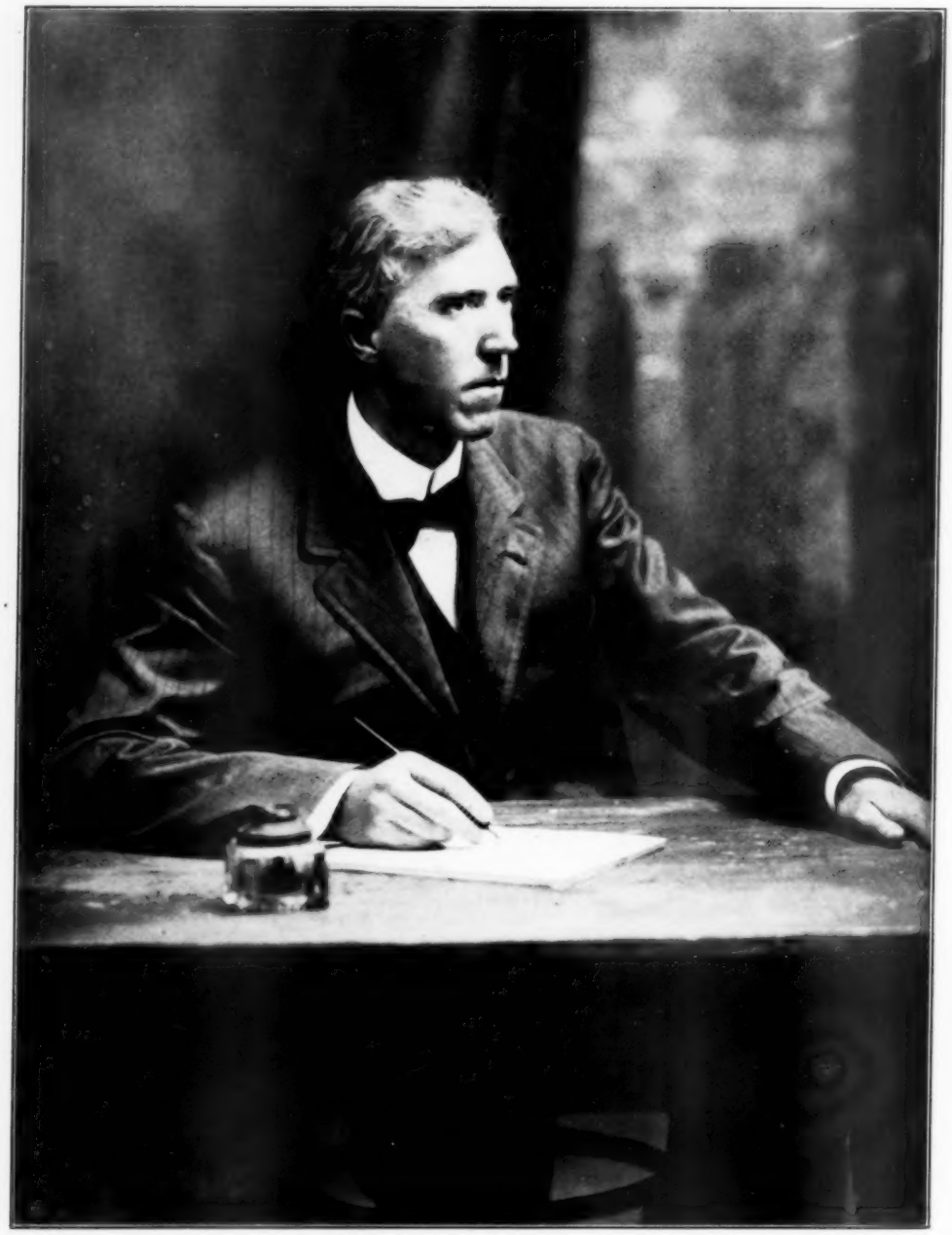
A lot of people get sand in their gear boxes through confusion of the terms, success and money, college and education, church and religion.

Ike Millikan says many a man who waves the flag and smooths the tail feathers of the eagle thinks he is a patriot when he is only a cheap politician.

—*A. Hoosier.*



J. C. HAWKINS, Proprietor
THE CLIPLESS PAPER FASTENER COMPANY
NEWTON, IOWA

Office Appliances
The Magazine of Office Equipment
Founded by Geo. H. Peterson
Vol. XV. CHICAGO, APRIL, 1912. No. 5.

THE RULE OF THE PEOPLE

By Hobart W. Martin

¶ This journal is not in politics. It is in business and for business everywhere. It believes that business is but the manifestation of man's industry. It believes that industry is consistent work and that work is life. It eschews personalities and espouses principles. It is neither republican, democratic nor socialist, any more than it is Catholic, Hebrew or Presbyterian. It believes in the Kingdom of God through the development of Man. It believes in men and women—individually and en masse. It believes in the growing manifestation of conscience in the conduct of life and government. It believes in the millennium, not as a miraculous manifestation bursting upon the world, but as a development, as the tree emerges from the seed. It believes in no supernatural change making men perfect without effort or experience, nor yet does it believe that the millennium will come alone for those chosen few whose feet have trod the thorny paths of righteousness, casting the unfit into the outer darkness. It believes in the eventual millennium for all mankind, but it believes, too, that all men, good and bad, must bear their share of the burdens until each human being shall have attained the maximum of his moral stature.

¶ Beau Brummel praised the wisdom of God which gave us our bodies naked that we might ornament them as we would. But we are given our minds as well as our bodies naked, each one to clothe his mind as he will, and for a guide we are given only hereditary tendencies, a moral code born of experience and those few sign-posts which are gathered up in our passage through the usual span. With these tools the man must work out not only his destiny, but mite by mite and myriad by myriad he must construct the faultless edifice of his race.

¶ Man must, from the nature of his being, construct his own destiny. He must take what truth he can himself achieve. He can get no moral stature, no courage, no strength of purpose, which he does not create in himself finally, no matter who may suggest, advise or plan for him. The mass of men, therefore, moves slowly. Certain individuals achieve eminence. They are the scouts—the outposts. Other men follow, saying, "What those men have said is true; I always knew it." For be it known that one of the peculiarities of Truth is that it wears a familiar aspect. Another peculiarity is quite the opposite, viz., that what is scouted as visionary today is accepted as gospel ten years hence. That, really, is how we get along. A few men go ahead and drive posts—then we pull ourselves slowly forward, having such a big, unwieldly body to move.

¶ Because man must be the maker of his own destiny, it is therefore only through himself that he can achieve the millennium. We get ahead by averages. The sum of the average minds is saner than the mind of any individual or collection of individuals. Government by despotism necessarily results in injustice to the mass; government by aristocracy is equally bad; government by representation is better than either, and thus far it is the most practicable method found, except in small communities, where something in the nature of the old New England town meetings is best, because it ensures the application of the average sense of the entire community to the problem of governing the whole.

¶ Until a practical way of ascertaining the average sense of the mass of men is invented and a way found to apply it, no government will be ideal. Those who talk of government by the mob do not know whereof they speak. There is no mob frenzy at the ballot box, and there never was a mob that, in the cold consideration of days and weeks, voted to do an injustice. Furthermore, it is only in some such prodigious upheaval as the French Revolution where a mob embraces more than a small minority of the population.

¶ This journal believes that the people are taking back their government. It believes that the people have always been striving to express themselves in government, trying this way and that, of course, along the line of least resistance, and therefore making slow progress. When we accuse ourselves of responsibility for all the evils which come upon us we are measurably right. We have tried the easy ways—the ways that don't take much time nor involve much effort. We complacently permit ourselves to be robbed until the thieves begin to do the business openly and by wholesale, then we reach out and take back some of the power we have allowed to get away.

¶ Nomination of public officers by our present primary system is an effort in the right direction; but those who make a business of politics of course try to get behind even that and start before the people wake up to what is going on. Nevertheless, we have pulled ourselves up to that particular stake and doubtless there we will stay until some pioneer drives one that will hold a little farther ahead. Just at the present time we are going to have preferential presidential primaries, and probably a few years hence this system will be general throughout the country. Another peg driven in the outland. Not only this—we are going to have the initiative, recall and referendum sometime—a terrific weapon that will put every officer face to face with the judgment of his own people, whose adverse decision will drive him into disgrace and whose approval will elevate him to further honors.

¶ When, therefore, the art of government has been refined to the point where the people actually indicate their will in matters of government and with regard to the men who serve them, all men will get on faster toward the millennium when everyone will have enough within reason and plenty of work to do along with the capacity and the willingness to do it. The people, advised by the medical experts, will cure the defectives, and more than this, they will finally eliminate the defectives entirely.

¶ There is plenty to do, but little by little the people are going to do it. The handwriting is already beginning to appear upon the wall. It may be some individual now engaging public attention, or it may be someone yet to appear who translates it; no matter—it is the message that counts. "The play's the thing."

FAR REACHING PATENT DECISION

A. B. Dick Company, Wins Litigation and Establishes Interesting Principle in Patent Law

EDITORIAL NOTE.—So much has been said about the Dick Mimeograph decision in a sensational way in the newspapers, that some misconception may have arisen as to its probable effects. The papers have played up the dissenting opinion to the practical exclusion of the reasons which moved the majority of the court to uphold the license restrictions as to supplies on the A. B. Dick machines. We have endeavored in the subjoined article to condense the reasons why the court decided as it did and to point out briefly some of the arguments made by the dissenting justices. It is quite probable that this decision will result in some needed amendments and overhauling in the patent laws of the country. It is predicted that Congress at an early date will define precisely the operation of the patent law, and the extent of that operation, and impose some duty on the part of the patentee to manufacture his article and to offer it to the public within a reasonable length of time after the granting of the patent. As the law now stands the patentee may suppress his ideas entirely if he wishes, for a period of fourteen years during the life of the patent. This is one of the things which apparently needs correction in our patent laws.

When the A. B. Dick Company threw out its first line of defense years ago, it had no idea that a decision to be rendered at some future date would cause such commotion among thinkers on legal and commercial affairs as did the decision of the United States Supreme Court in the case of Henry et al. versus the A. B. Dick Company, whose opinion on which was filed March 11th of the present year. Such litigation as the A. B. Dick Company has participated in has always been in defense of what it conceived to be its rights under the patent law.

The A. B. Dick Company claims to have established a new art, creating a new industry; and its system for producing certain results was dependent for its success upon the use of certain supplies originated and made by the company itself, such supplies including a stencil sheet, suitable inks, etc. While a certain device was required to hold the stencil sheets the value of the innovation hinged wholly on the supplies so termed. The Dick suits, it is said, were always brought to defend the position of the company and to keep others from taking away from them the business they had established through the use of their patented mimeograph device and the supplies in connection therewith. And for many years those who have made a close study of patent law have agreed that the licensed restriction which appears on all the Dick machines would be sustained. So much has been said regarding this now famous case that most readers of Office Appliances are familiar with it. Briefly put, the grounds of the case are as follows: In the words of the Circuit Court which granted the original injunction in the suit brought by the A. B. Dick Company against the appellants in the recent case: "This action was brought by the complainant, an Illinois corporation, for the infringement of two letters patent owned by the complainant, covering a stencil-duplicating machine known as the rotary mimeograph. The defendants are doing business as co-partners in the City of New York. The complainants sold to one Christina B. Skou of New York a rotary mimeograph embodying the invention described and claimed in said patents under license which was attached to said machine as follows:

"'License Restriction.

"'This machine is sold by the A. B. Dick Company with the license restriction that it may be used only with the stencil paper, ink and other supplies made by A. B. Dick Company, Chicago, U. S. A.'

"The defendant, Sidney Henry, sold to Miss Skou a can of ink suitable for use upon said mimeograph with knowledge of the said license agreement and with the expectation that it would be used in connection with said mimeograph. The ink sold to Miss Skou was not covered by claims of said patent.

"Question Certified.

"Upon the facts above set forth the question concerning which this court desires the instructions of the Supreme Court is: Did the acts of the defendants constitute contributory infringement of the complainant's patents?"

The counsel for the defendant in the original suit argued that the agreement was purely collateral depending upon principles of general law and that even if valid, the only remedy would be such as is afforded by general legal principles not connected with the patent law. The supreme court did not agree with this view of the case, saying:

"We do not prescribe the jurisdiction of courts, federal or state, but only give effect to it as fixed by law. If a bill asserts a right, a right under the patent law, to sell a patented machine subject to restrictions as to its use and alleges abuses in violation of the restrictions as an infringement of the patent, it presents a question of the extent of the patentee's privilege which if determined one way brings the prohibited use within the provisions of the patent law or if determined the other way, brings into operation only principles of general law. Obviously a suit for infringement which must turn upon the scope of the monopoly or privilege secured to a patentee, presents a case arising under the patent law."

The court in continuing the argument expressed a view that the license agreement set forth above constitutes a contract not to use the machine in a prohibited manner. The court also agreed that the defendants might be sued upon the broken contract or might be sued for its enforcement or for the forfeiture of the license if the A. B. Dick Company elected to bring such a suit but that if by the use of the machine in a prohibited way Miss Skou infringed the patent, then she is also liable for action under the patent law for infringement. "That," the court said, "is primarily what the bill alleged and this suit is one brought to restrain the defendants as aiders and abettors to her proposed infringing use."

The court in effect stated the question to be whether or not a patentee may lawfully impose such restrictions as those mentioned and whether that violation constitutes an infringement of the patent. "Such questions," the court stated, "arise under the patent law. The court held that the patentee may permit the use of a patented thing with such qualifications as he sees fit to impose and that the prohibited use would be an infringing one and this without regard to whether he keeps control of the title or passes it to the purchaser. What the patentee sells is the machine or device and not the patent whose use he may restrict in any way that his interest demands. He may sell it outright without restriction upon its use or without any restriction as the purchase of supplies to be used with the machine or he may sell it subject to such restrictions as to its use or the use of supplies on it as he may see fit. Furthermore, he may hold the patent and refuse to sell any machines whatever and may refuse to manufacture them during the life of his patent.

The court cited many authorities in support of this statement presenting the nub of the matter proposed in the following words:

"But it has been very earnestly said that a condition restricting the buyer to use it only in connection with ink made by the patentee is one of a character which gives to a patentee the power to extend his monopoly so as to cause it to embrace any subject not within the patent, which he chooses to require that the invention shall be used in connection with. Of course the argument does not mean that the effect

of such a condition is to cause things to become patented which were not so without the requirement. The stencil, the paper and the ink made by the patentee will continue to be unpatented. Anyone will be as free to make, sell and use like articles as they would be without this restriction, save in one particular—namely, they may not be sold to a user of one of the patentee's machines with intent that they shall be used in violation of the license. To that extent competition in the sale of such articles, for use with the machine, will be affected; for sale to such users for infringing purposes will constitute contributory infringement. But the same consequence results from the sale of any article to one who proposes to associate it with other articles to infringe a patent, when such purpose is known to the seller. But could it be said that the doctrine of contributory infringement operates to extend the monopoly of the patent over subjects not within it because one subjects himself to the penalties of the law when he sells unpatented things for an infringing use? If a patentee says, 'I may suppress my patent if I will. I may make and have made devices under my patent, but I will neither sell nor permit anyone to use the patented things,' he is within his right, and none can complain. But if he says, 'I will sell with the right to use only with other things proper for using with the machines, and I will sell at the actual cost of the machines to me, provided you will agree to use only such articles as are made by me in connection therewith,' if he chooses to take his profit in this way, instead of taking it by a higher price for the machines, has he exceeded his exclusive right to make, sell and use his patented machines? The market for the sale of such articles to the users of his machine, which, by such a condition, he takes to himself, was a market which he alone created by the making and selling of a new invention. Had he kept his invention to himself, no ink could have been sold by others for use upon machines embodying that invention. By selling it subject to the restriction, he took nothing from others and in no wise restricted their legitimate market."

* * *

"For the purpose of testing the consequence of a ruling which will support the lawfulness of a sale of a patented machine for use only in connection with supplies necessary for its operation bought from the patentee, many fanciful suggestions of conditions which might be imposed by a patentee have been pressed upon us. Thus it is said that a patentee of a coffee pot might sell on condition that it be used only with coffee bought from him, or, if the article be a circular saw, that it might be sold on condition that it be used only in sawing logs procured from him. These and other illustrations are used to indicate that this method of marketing a patented article may be carried to such an extent as to inconvenience the public and involve innocent people in unwitting infringements. But these illustrations all fail of their purpose, because the public is always free to take or refuse the patented article on the terms imposed. If they be too onerous or not in keeping with the benefits, the patented article will not find a market. The public, by permitting the invention to go unused, loses nothing which it had before, and when the patent expires will be free to use the invention without compensation or restriction. This was pointed out in the Paper Bag case, where the inventor would neither use himself nor allow others to use, and yet was held entitled to restrain infringement, because he had the exclusive right to keep all others from using during the life of the patent. This larger right embraces the lesser of permitting others to use upon such terms as the patentee chooses to prescribe. It must not be forgotten that we are dealing with a constitutional and statutory monopoly. An attack upon the rights under a patent because it secures a monopoly to make, to sell and to use, is an attack upon the whole patent system. We are not at liberty to say that the Constitution has unwisely provided for granting a monopolistic right to inventors, or that Congress has unwisely failed to impose limitations upon the inventor's exclusive right of use. And if it be that the ingenuity of patentees in devising ways in which to reap the benefit of their discoveries requires to be restrained, Congress alone has the power to determine what restraints shall be imposed. As the law now stands it contains none, and the duty which rests upon this and upon every other court is to expound the law as it is written. Arguments based upon suggestions of public policy not recognized in the patent laws are not relevant. The field to which we are invited by such arguments is legislative, not judicial. The decisions of this court, as we have construed them, do not so limit the privilege of the patentee, and we could not so restrict a patent grant without overruling the long line of judicial decisions from Circuit Courts and Circuit Courts of Appeal, heretofore cited, thus inflicting disastrous results upon individuals who have made large investments in reliance upon them.

"The conclusion we reach is that there is no difference, in principle, between a sale subject to specific restrictions as to the time, place or purpose of use and restrictions requiring a use only with other things necessary to the use of the patented article purchased from the patentee. If the violation of the one kind is an infringement, the other is also."

The deciding opinion which was written by Mr. Justice Lurton, was concurred in by Justices Vandevanter, Holmes and Mckenna. The dissenting opinion was written by Mr. Chief Justice White, Mr. Justice Hughes and Mr. Justice Lemar concurring in the views expressed by the chief justice. In his dissenting opinion, Mr. Chief Justice White outlined reasons for his dissent in his introductory remarks as follows:

"My reluctnace to dissent is overcome in this case: First, because the ruling now made has a much wider scope than the mere interest of the parties to this record, since, in my opinion, the effect of that ruling is to destroy, in a very large measure, the judicial authority of the States by unwarrantedly extending the Federal judicial power. Second, because the result just stated, by the inevitable development of the principle announced, may not be confined to sporadic or isolated cases, but will be as broad as society itself, affecting a multitude of people and capable of operation upon every conceivable subject of human contract, interest or activity, however intensely local and exclusively within State authority they otherwise might be. Third, because the gravity of the consequences which would ordinarily arise from such a result is greatly aggravated by the ruling now made, since that ruling not only vastly extends the Federal judicial power, as above stated, but as to all the innumerable subjects to which the ruling may be made to apply makes it the duty of the courts of the United States to test the rights and obligations of the parties, not by the general law of the land, in accord with the conformity act, but by the provisions of the patent law, even although the subjects considered may not be within the embrace of that law, thus disregarding the State law, overthrowing, it may be, the settled public policy of the State, and injuriously affecting a multitude of persons. Lastly, I am led to express the reasons which constrain me to dissent, because of the hope that if my forebodings as to the evil consequences to result from the application of the construction now given to the patent statute be well founded, the statement of my reasons may serve a twofold purpose: First, to suggest that the application in future cases of the construction now given be confined within the narrowest limits, and, second, to serve to make it clear that if evils arise their continuance will not be caused by the interpretation now given to the statute, but will result from the inaction of the legislative department in failing to amend the statute so as to avoid such evils.

"I cannot bring my mind to assent to the conclusion referred to, and shall state in the light of reason and authority why I cannot do so. As I have said, the ink was not covered by the patent; indeed, it is stated in argument and not denied that a prior patent which covered the ink had expired before the sale in question. It, therefore, results that a claim for the ink could not have been lawfully embraced in the patent, and if it had been by inadvertence allowed such claim would not have been enforcible. This curious anomaly then results, that that which was not embraced by the patent, which could not have been embraced therein and which if mistakenly allowed and included in an express claim would have been inefficacious, is now by the effect of a contract held to be embraced by the patent and covered by the patent law. This inevitably causes the contentions now upheld to come to this, that a patentee in selling the machine covered by his patent has power by contract to extend the patent so as to cause it to embrace things which it does not include; in other words, to exercise legislative power of a far-reaching and dangerous character. Looking at it from another point of view and testing the contention by a consideration of the rights protected by the patent law and the rights which an inventor who obtains a patent takes under that law, the proposition reduces itself to the same conclusion. The natural right of any one to make, vend and use his invention which but for the patent law might be invaded by others, is by that law made exclusive, and hence the power is conferred to exclude others from making, using or vending the patented invention. Paper Bag Case, 210 U. S., 424-425, and cases cited.

"The exclusive right of use of the invention embodied in the machine which the patent protected was a right to use it anywhere and everywhere for all and every purpose of which the machine as embraced by the patent was susceptible. The patent was solely upon the mechanism which when operated was capable of producing certain results. A patent for this mechanism was not concerned in any way with the materials to be used in operating the machine, and certainly the right protected by the patent was not a right to use the mechanism with any particular ink or other operative materials. Of course, as the owner of the machine possessed the ordinary right of an owner of property to use such materials as he pleased in operating his patented machine, and had the power in selling his machine to impose such conditions in the nature of covenants not contrary to public policy as he saw fit, I shall assume that he had the power to exact that the purchaser should use only a particular character of materials. But as the right to employ any desired operative materials in using the patented machine was not a right derived from or protected by the patent law, but was a mere right arising from the ownership of property, it cannot be said that the restriction concerning the use of the materials was a restriction upon the use of the machine protected by the patent law. When I say it cannot be said, I mean that it cannot be so done in reason, since the inevitable result of so doing would be to declare that the patent protected a use which it did not embrace. And this after all serves to demonstrate that it is a misconception to qualify the restriction as one on the use of the machine, when in truth both in form and substance it was but a restriction upon the use of materials capable of being employed in operating the machine. In other words, every use which the patent protected was transferred to Miss Skou, and the very existence of the particular restriction under consideration presupposes such right of complete enjoyment, and because of its possession there was engrafted a contract restriction, not upon the use of the machine, but upon the materials. And these considerations are equally applicable to the exercise of the exclusive right to vend protected by the patent unless it can be said that by the act of selling a patented machine and disposing of all the use of which it is capable a patentee is endowed with the power to amplify his patent by causing it to cover in the future things which at the time of the sale it did not embrace.

"But the result of this analysis serves at once again to establish, from another point of view, that the ruling now made in effect is that the patentee has the power, by contract, to extend his patent rights so as to bring within the claims of his patent things which are not embraced therein, thus virtually legislating by causing the patent laws to cover subjects to which without the exercise of the right of contract they could not reach, the result being not only to multiply monopolies at the will of an interested party, but also to destroy the jurisdiction of the state courts over subjects which from the beginning have been within their authority."

Both the majority opinion of the court and the dissenting opinion of the minority form most interesting documents and bring up a question of public policy which, as suggested by Mr. Justice Lurton, may be eventually settled by the legislative branch of the government. This case is interesting to laymen as well as to lawyers, involving as it does in theory so wide a scope and consequences of such considerable moment. However, in practice, it is extremely doubtful if the right conferred by the decision of this court will ever be used to the embarrassment of the public or oppressively in any considerable number of cases. It is apparently a two-edged sword which if generally employed by large concerns owning patents as a principle of their business might result more to the advantage of competition than to that of the concern seeking the benefits of the law. Speaking for ourselves, it does not seem that the consequences of this decision will be so momentous as many newspapers have claimed they are likely to be. That our patent laws need amendment has long been known and the agitation which has followed the decision in the above case will no doubt furnish Congress with an excuse to go over the patent laws and make such changes as will bring them into line with modern thought.

THAT BUGABOO: FOREIGN CREDITS

By L. C. Janssens, President Janssens' School of Foreign Trade, Chicago, Ill.

EDITORIAL NOTE.—L. C. Janssens is another one of those men who have something to say and know how to say it. In every article that Janssens has written he has told us a lot of things that we did not know before, and we believe that this information is valuable to many of the readers of Office Appliances. His present article on foreign credits certainly is one which is worthy of the attention of everyone who is at all connected with the export field. Mr. Janssens proves that foreign credits are not what they have been alleged to be and that the foreigner is just as careful in extending credit, and just as reasonable in demanding it as the man on this side of the water. This may be a matter of surprise to some of us, but we advise all subscribers to read this article and find out what Mr. Janssens has said on the subject.

FIRST and foremost: keep your credit man from meddling with your export department.

The credit man undoubtedly knows his business, otherwise he would not keep his important position. But export business, export credits inclusive, is not *his* business.

To pass on an export credit is a very different thing from the same job as applied to domestic business. Once across the border, all the mass of precedent and practice, on which the domestic credit system is built, is no longer applicable, and an entirely new set of standards comes into play.

To know these standards and how to apply them is the business of the export manager. Usually, instead of being an export manager, he is simply considered as an export *SALES* manager, and that is what causes the trouble. Unless you give your export manager some authority over factory, shipping room, advertising, credits, *as they apply to export*, you might as well give up the hope of successfully invading foreign territories.

In the first place, what looks like an export credit to the layman may not be a credit at all! By the way, most of our consular officers abroad *are* laymen in business and when they claim that European manufacturers habitually extend long credits to oversea customers, they "talk through their hats."

It is true that export and import houses in Hamburg and Rio de Janiero will ship goods to each other on open accounts, which generally about balance and are settled maybe once a year, but *manufacturers* don't do business that way.

It is also true that Siemens-Schuckert, Mexico City branch house of Siemens & Halske, Berlin, will give the Cia Electrica y Ferrocarriles de Chihuahua, six or nine months' or even a year's time, against acceptance, but Siemans & Halske, *Berlin*, will never dream of extending the same credit to you, John Jones, Chicago, whatever your rating in Dun's or Bradstreets, unless they have their own branch house in the United States to look after their interests.

Those long-winded foreign credits we hear so much about are in reality *domestic* credits extended within the limits of the respective countries and among firms that know all about each other, exactly as between Bill Williams, Detroit, and Andrew Andrews, Grand Rapids, within the sphere of sheriff and collection agency. And, let me tell you that, in so doing, they are just as conservative as your credit man, in fact much more so, for the expression "taking a chance" in the sense that the credit man attaches to it in this country is unknown to them; unless they are *absolutely sure*, they will require "bank acceptance," instead of "own acceptance," which is somewhat better in the way of security than thirty days' and nothing to show in black on white.

It is a safe bet that, where exceptional credits are actually extended by European manufacturers to foreign buyers, it is due to long experience and great familiarity with the field and the individual buyers.

The almost universal rule is either "part cash with order, balance by sight documentary draft on buyer" or "time documentary draft on buyer, documents against payment only," or "time documentary draft on foreign bank, documents against acceptance." Rarely will the "buyer's own acceptance" be taken; and if it is, the risk will be covered by "delcredere."

Those are also the terms of payment that the American manufacturer is daily requested to accept and that the American credit man will object to—if you let him—through ignorance pure and simple.

Now this article is not a text book on Foreign Exchange, and if you want to know all about it, you will have to buy the Course in Exporting of the Janssens School of Foreign Trade.

My point is that these documentary drafts with their formidable names are not, *in reality*, credits, not even the time drafts.

Drawing on Bill Jones, Kankakee, with B/L attached to draft, is no credit transaction. Whether the draft is at sight or at ninety days' sight, does not make a particle of difference, as long as the B/L is to be surrendered against payment only. Drawing on the London and River Plate bank, Montevideo, at ninety days' sight, documents against acceptance, is no credit transaction. The goods belong to you until paid for, a good bank acceptance being tantamount to a cash payment.

You need not wait for your money; any good American bank will purchase your documentary draft for hard cash, always provided your own standing is good, and if it isn't, really you can't blame the foreigner for that.

Now look at it from *his* point of view, for it takes two to make a contract.

If you draw on him, documentary, at sight, he pays for the goods often before they arrive. If you draw on him, time, documentary documents against payment, he will pay for the goods the moment they arrive. If you draw on a bank, documents against acceptance, the foreigner either must put up the money in advance or the bank gives him credit, which he will only get provided he is good for it. If then, the foreigner does get credit, he gets it from his own bank, not from you.

Look at it the way you will, either from the seller's or from the buyer's standpoint, any kind of documentary draft is *not* a credit transaction between them.

True, there is recourse. If your foreign buyer fails to pay or the foreign bank fails to accept, you have the goods on hand at the foreign port and that means expense. *But you still have the goods.* Also the bank that bought your documentary bill will come back at you. *But you still have the goods.*

To reduce this risk to a minimum is the business of the export manager. There is where his knowledge, experience and common sense come into play.

And on that subject I wish to say a few things.

How to distinguish the good from the bad?

A foreign firm's stationery is no safe criterion. While in this country a good "front" goes a long way toward inspiring confidence, business houses in other countries do not attach much importance to it. It is common knowledge that the first step of worthless and sometime fraudulent foreign and domestic concerns is to spend a few dollars on the preparation of imposing stationery—though this does not necessarily mean that all foreign firms using good paper and nice letter heads are frauds. Very similar remarks may be offered relative to the use of the typewriter in correspondence. Certain old established and old-fashioned business houses in other lands still adhere to the use of the pen and disdain the modern writing machine, while, on the other hand, many insignificant houses boast a typewriter, even if there is no one to operate it save the head of the establishment himself.

But the *contents* of the letter is much better criterion. It is the custom of a good foreign house to state in the first letter they write

you, to whom or to what they "are indebted" for information, about you and your business; further to indicate sources from which information about themselves is available, quoting names of bankers or (when possible) concerns in the United States with whom business has previously been transacted. It is almost invariably the small concern or the concern not experienced in direct importing that neglects this very important matter. Fight shy of the man or firm who says "the best of references are at your disposal" without naming them. Most importers in foreign countries that deserve cultivation as a possible customer have already established relations with large, important and well known shippers or bankers, if not in the United States, at least in European commercial centers and the man who cannot refer to institutions of that description is deserving of but scant cultivation.

Then, a man who means business will tell in his first letter what reasons he has for manifesting an interest in the manufacturer's line and why he thinks he will be able to represent it profitably and satisfactorily; he will further state what his experience is in selling similar goods. Almost invariably the concern located in a market where prospects for a given line of manufactured goods are smallest and least attractive will be most strenuous in its efforts to secure exceptional discounts and other advantages.

In fine, the character of the business house is often betrayed in its first correspondence. It is comparatively easy for the experienced export manager, who has acquired the "flair," as the French call it, to form a fairly correct idea of what his prospective customer really amounts to. The further contents of such a correspondent's letter, for instance, the intelligence that is shown in making inquiries about goods, is often a valuable guide to the correspondent's character. Steer clear of the man who ingenuously suggests false declarations in documents or invoices.

That some American manufacturers who reach out for foreign markets get rafts of inquiries from "undesirable" correspondents is mainly due to the fact that their foreign advertising is of the kind that draws such inquiries—wrong.

But that is something else again, as Abe Potash would say.

Permit me to add a few words to my article about foreign credits.

Last week I wrote to a number of manufacturers offering our assistance in the organization of one co-operative exporting company, as outlined in my article in last month's OFFICE APPLIANCES.

The response so far has been fairly good. Some manufacturers, however, while expressing their thankfulness for the suggestion, make the statement that the home demand keeps them as busy right now that they haven't time to devote to exporting.

I replied to those manufacturers in person, of course, but there may be others who have not answered me precisely for the same reason and to these I would like to say a few things through your medium.

The manufacturer who defers going after foreign trade until the home demand slackens will never get it.

Putting all your eggs in the same basket has always been considered dangerous. The insurance companies know that and will "spread" their risks over as large a territory as possible.

Now foreign trade is of such a nature that it requires at least a few months' preparatory planning and preliminary correspondence to lay the foundation. He who waits until he is actually compelled by circumstances to go after new territories will find that when ready to do so that others have preceded him. He will then set to work. He will not take time to give the question enough preliminary thought; he will want quick returns and his effort will be wasted. For, a man who lets his business drive him instead of he, his business cannot succeed in the long run, under modern business conditions.

Few seem to realize the fact that American manufacturers *must* export *now*. It is no longer a matter of choice, but it has become a question of economic necessity. Certainly nobody is so blind as not to be aware of the prevailing feeling of unrest, of uncertainty? Business is not bad, but surely is not booming. There is fuel enough for a widespread economic conflagration, and a comparatively insignificant thing, generally unforeseen, may furnish the spark that starts it. "Prevoir c'est reigner" says the wisdom of nations and American manufacturers would do well to remember it.

UNIQUE AND ATTRACTIVE WINDOW DISPLAY OF PENS, SIEKERT & BAUM STATIONERY COMPANY, MILWAUKEE.

TYPEWRITER MEN I HAVE MET

II. The Salesmanager—By "Wigenref"

EDITORIAL NOTE.—This is the second of a series of articles by a gentleman who is well known in the foreign typewriter field. He has been a successful branch manager himself, a successful salesman and an all-around typewriter man, and his experiences are worthy of notice. He gives in his inimitable way some views which it is of advantage for us all to know. Other articles on this topic, "Typewriter Men I Have Met," will appear from time to time from the pen of the same writer, and we are safe in saying that each one of them will be interesting, suggestive and to the point.

THEY call him by another name, but he is a Salesmanager, and as such he is one of the most successful men I know. Working from 9 a. m. to 7 p. m. most days, breaking records every month, and working himself to death, too, we should have the material for a good story.

Let us first see what constitutes the successful Salesmanager.

I reckon six attributes at least are necessary for success.

1. If a typewriter—knowledge of the proposition down to the smallest screw.
2. Personal knowledge of the men under him.
3. An absolute knowledge of the territory controlled.
4. The ability to outsell the best Salesman of the force.
5. A complete grip of the very latest ideas of comprehensive selling.
6. Employing his labors where best results are secured.

Having a standard of measurement, let us see how this Salesmanager under review weighs up and why he has succeeded.

Hailing from a country where salesmen extract orders from "meat tins," this man has been one of the few successes of his nation in the land of his adoption. Starting as a salesman, he now controls a force covering a huge territory, and he has got there simply by his sales. Phenomenal success of sales was bound to bring him right out of the rut. I may be wrong, but to me it seems this success has been gained at too terrible a price, the price being the loss of health. And to me again it seems that this gentleman could have achieved this same success and greater success, if only he had adopted a different attitude. Why this is possible I have explained later.

If I may digress here, let me say the greatest joy my life has known is the joy of selling, and the gentleman under review is to me the embodiment of a successful salesman, so if the criticism is somewhat harsh it is because I try to view the whole matter from the point of view of what a Salesmanager should be.

This Salesmanager, in so far as the first four attributes are concerned, knows his business thoroughly.

As far as his knowldege of the typewriter is concerned, this man knows his proposition, and has the ability of imparting this knowledge to others.

Then in regard to the men associated with him, from my personal observation this Salesmanager "plays the correct tune on each fiddle." He knows human nature so well that he gets (when he has time to see to it) the best out of everyone.

Constantly visiting the different centers, this Salesmanager knows the possibilities of each district, and is well acquainted with every individual member of the force.

In regard to the fourth factor, the ability of showing anyone just "how" counts. No hard times stories will be listened to. The force instinctively know the "Old Man" can and will show them how, if they won't do it. As the gentleman under review has a rather caustic tongue, he is not troubled much—perhaps a fault.

Regarding the fifth and sixth attributes, I have been told this gentleman scorns theoretical management, and certainly judging from the viewpoint of this Salesmanager, one must believe it. This gentleman's policy is hard work, in itself admirable, and a policy he certainly carries out. Even today, not only does he control a huge force, but also the office he is stationed at, and his own territory besides. A policy I certainly don't agree with, because this involves a strain that is going to crackle the best Salesmanager on earth, and counts back on the force, as I have seen it, by bad temper, fidgity nerves, sour looks and an unpleasant manner of impressing that orders—no weather reports—nothing but orders, are wanted.

I have mentioned this gentleman controls his own territory. Now not only is this in my opinion the wrong attitude of the Salesmanager, but it involves so much detail work that the strongest constitution will go under in time.

Now even supposing the Salesmanager by giving his territory over to a subordinate, drops 25% in sales on this ground, yet, if that time were devoted to comprehensive selling, it is my opinion that the sales throughout the whole force, would in time be doubled. Even supposing it took a week for this Salesmanager to evolve an idea (and it wouldn't, because the man is too clever to take that time) and that idea increased the efficiency only one per cent of each member of the selling force, would not this pay any Salesmanager?

Thus by devoting undeniable ability to broader and greater ideas of selling, this Salesmanager would not have to work so hard, could take greater care of himself, and yet gain higher efficiency for the whole force, renewed health, and a happier time.

In contact with this gentleman, the impression I got was get orders, don't matter much about the getting, but just get them. Now, some of us have been brought up in a different school—I believe the only successful school of modern commercialism is the one of Scientific Building of Business, "sow before you reap," "plow before you scatter." But unfortunately the building takes time, and at the beginning only produces reports and no orders with sometimes disastrous results for the salesman, and unfortunately this knowledge of Scientific Building of Business has not been studied by this Salesmanager. In the school of "Mutual Benefit" we are taught, serve the customer as you would serve yourself—a square deal. As an illustration of what I mean, it requires a good nerve to say to a man I agree with you, you don't require a new typewriter just now, your present machine is all you require (that is, of course, when it is true); this Salesmanager does not agree with this policy. But with the policy of building business you get this prospect's confidence and you reap in supply orders alone enough business to make up the difference of lost business, and in the end you eventually sell the new machine. I believe typewriter companies should adopt the policy of keeping their machine in use just as long as they can. Certainly they won't push sky high records along for awhile, but the company who is courageous enough to adopt this policy and defend it too, at the end of ten years would have a clientele which no competition would shift.

But this Salesmanager believes in reaping **now**, the years to come will take care of themselves, and this to me seems folly. To be the most successful Salesmanager on earth should be the ambition of every Salesmanager, and it is mine anyhow, and success is got by the "building." It must pay in the long run. The gentleman under review is the most successful Salesmanager I know, yet I have endeavored to show why he could excel even himself. He will, I have no doubt, if he "keeps on keeping on."

"Where there is a will there is a way."

A YANKEE IN BRAZIL

Some Interesting Side Lights on the Typewriter Situation South of the Equator

EDITORIAL NOTE.—For vigor and sprightliness of style few writers who have contributed their thoughts to Office Appliances have gotten ahead of our good friend, V. C. Lewis, who is the author of the subjoined article. Mr. Lewis is an enthusiast about Brazil and the opportunities to be met with in that country. He likes the climate, the people, the business, and, in fact, pretty nearly everything about that part of the world except most of the native typewriter salesmen, who apparently need gingering up. One can hardly read Lewis' article without wanting to take the next steamer for such a glorious place.

OFFICE APPLIANCES is in receipt of a couple of most interesting letters from V. C. Lewis, who is manager for Louis Hermanny & Co., general agents for the Oliver typewriter for Brazil, with offices at Rio de Janeiro. Mr. Lewis was formerly in Mexico, but left there in 1910 for South America, where he is making a fine record for the Oliver typewriter. Mr. Lewis says that he is so vastly impressed with the future, not to say the present, in Brazil that he has decided to remain right there in Rio and grow up with the country. To quote from his letter:

"Really this country is most wonderful and one becomes overwhelmed with a grateful surprise from the first day of landing here. We, up there in the States, have a vague idea of Brazil as the country where Mocha and Java coffee comes from and we all know Brazil nuts. That is about the limit of our knowledge except that we plume ourselves on our geographical knowledge that Rio de Janeiro is the capital and that it is situated on the banks of the Amazon river. The mere detail that the river Amazon is something like 3,000 miles from here doesn't make much difference generally, but it goes to show how really ignorant we all are.

"Brazil is really a wonderful country in every sense of the word. It has thirty millions of people and Rio de Janeiro has more than one million of them within its city limits. The people are universally courteous and polite and, generally speaking, surprisingly industrious. The social lines, as regards money, are very sharply divided and the rich are very, very rich, while the poor are only moderately so. However, the color line is unknown here, and the colored man and woman are regarded equally with their white brother in society and business. It is claimed that this is the real solution of the color question: To mingle with them and eventually absorb them through intermarriages. This matter is being attended to in the present generation by the Portuguese and some few Germans.

"To describe the beauties of this city would require about ten pages of the Office Appliances magazine, so I won't impose upon your space to any such extent. I will say, however, that if you can imagine a Rome upon seventy hills, and those hills of the size and grandeur of Mt. Tamalpais in California, you can have some faint idea of the general stage settings. Intersperse with these glorious hills a perfect harbor of gigantic size studded with small islands where they would have been placed

V. C. LEWIS.

by man for industrial purposes, the titanic Sugar Loaf rock at the entrance to serve as a beacon and as a defense, a tropical climate that doesn't tropic too much except in the months of December and January, many magnificent buildings of highest class architecture, clean and well-paved streets, a scarcity of horses and draft animals, many, many automobiles, splendid street car and police service, these, with a soupcon of other desirable features, will give you a hazy idea of what is Rio de Janeiro.

"No attention seems to be paid to the acquirement of money, as everybody seems to have it or else to know where they can get it without any worry or trouble. Prices are high here; phew, how high they are! To make matters worse, their standard of currency is such that we talk in thousands and millions as mere nothings. A pair of good shoes costs twenty-four thousand reis, you pay eighteen thousand a day at a good hotel, a bottle of wine costs twenty thousand, you pay ten thousand an hour in a taxicab, and other such things. However, when you divide the thousands by three thousand and convert the reis into dollars, you sort of prick the millionaire idea balloon and come to earth again. Even so, the prices here are high, and there doesn't seem to be any reason for such inflation. I am told that many forms of goods could be sold for less, but that the people would think that they were of inferior class and would continue to pay the high prices. So long as money is plentiful and easy to get, one should not kick at high prices, and I am not going to start any such reform movement. I am only giving a tip to some people up there who might take advantage thereof.

"We have a preferential duty on typewriters and some other articles, but this does not cover furniture. Therefore, the imports of these goods are very insignificant, and the furniture that does come in is of a miserable quality. A desk that would be sold in the United States for $15 sells for $100 here, and other similar goods in proportion.

"There is no demand for card systems and filing devices, and it will take a long time and hard work to educate the business man up to their use. There is some demand for adding and calculating machines, and these are well represented here already.

"Cash registers have a large sale and the business is divided between the American and the National machines.

"Duplicating machines of the order of the Writerpress and other similar contrivances are unknown here absolutely and the only thing that is used is a duplicating machine with a stencil like a Mimeograph. The one most generally sold now is the Revol, of English make.

"The railroad service, with one exception, is the worst imaginable, even though there is said to be two thousand miles of

track in the main (government) road and eighteen thousand employes—nine employes to the kilometer is sure going some. However, the trains come and go in a haphazard, random sort of way, and no one thinks of depending on a time table. When they decide to go any place, they go down to the place where the station ought to be and wait until a train comes in. Then they learn where it starts out for and take it. After a while they get there, but no one ever wires ahead that he or she is coming, as they cannot give day nor hour with exactness. The one exception is the Leopoldina road, which is an English concern and said to be the best kept up and managed road in the world.

"The general sentiment here is pro-American, as they remember what your Uncle Sam did a few years ago when Germany and England had an idea that they would divide up Brazil, Germany taking the southern half and England this northern one, including Rio de Janeiro. The Brazilian hates and despises the man from the Argentine and the feeling is mutual in both countries. Aso, incidentally, the Argentine hates and despises the man from the United States and is scarcely civil to him. He loves the German and the Englishman, especially the latter, and all of the principal business is in their hands.

"The greatest thing to be desired here, for our own good, is a direct cable. At present all messages come via England, and that means that all American news for the press is censorized and Anglicized out of recognition. We didn't know the results of the world's series until the papers were received from the States, and matters of scare-head importance in New York or Chicago are not even mentioned in the dispatches. Let some weakling and impoverished nobleman try to make connections with the money of some soft-pated American girl's father, and the dispatches give it plenty of space as a matter of vital importance to America and the Americans. The natural result of this is—irrevocably—that the people here know next to nothing about the United States and don't know whether New York is on the brink of Niagara Falls or not. We are all kept in the dark, here and there, and naturally we suffer commercially.

"Another thing that we should have here is an American bank like the English have. There would be a fortune in it for the bankers who started it, as the present banking methods are those used by Noah when on his little forty-days' jaunt around the world to Ararat.

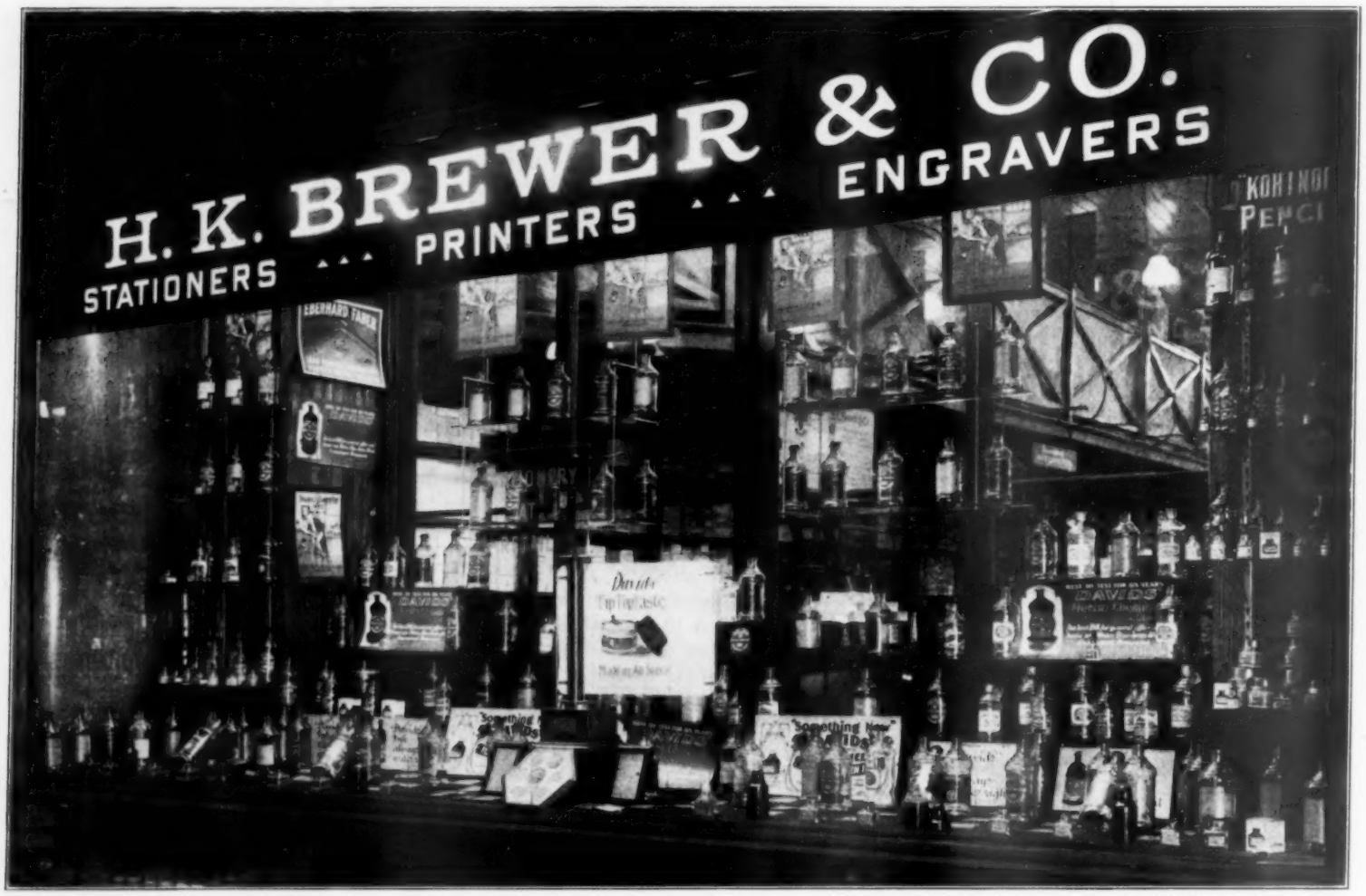
"It may be that the coffee trust in the United States doesn't want us to have any direct cable or any bank. If they don't, we won't, as that trust owns this country, body and soul, in a financial way.

* * *

Not all of the salesmen in Brazil are competent. One characteristic of many is that they seem to be timid and over-sensitive of possible rebuff. This, no doubt, will be overcome as men are trained in the principles of salesmanship. I would like to see ten or fifteen good salesmen from the United States—meaning, of course, men who speak Portugese or Spanish—come to Brazil and sell typewriters. Such men could make big money every month, I am sure.

"We live in a new and an exceptional age. America is another name for opportunity. Our whole history appears like a last effort of the Divine Providence in behalf of the human race."—Emerson.

"Don't brood over the past or dream of the future; but seize the instant and get your lesson from the hour."



UNUSUALLY ATTRACTIVE DISPLAY OF THADDEUS DAVIDS COMPANY'S WRITING INKS, IN WINDOW OF H. K. BREWER & CO., NEW YORK.

OFFICE APPLIANCES IN JAPAN

By W. J. Toms of the Union Trading Company of Kobe, Japan

EDITORIAL NOTE.—Mr. Toms, the writer of the subjoined article, evidently knows his Japan. He combines something to say with the ability to say it in an interesting way. His article is one which will be found to be full of information about the Japanese people that most of us have not known. Mr. Toms points out that business tactics in Japan are much different from what they are elsewhere—that before one can do business he must understand the distinctive peculiarities of the Japanese people. Theer appears to be considerable improvement possible in the matter of business courtesy on the part of American manufacturers. Patents and trade-marks are other subjects which Mr. Toms touches upon in an interesting way.

OFFICE appliances, with the exception of typewriters, and perhaps duplicators, are not yet used to any great extent in Japan, but I will give you some information relating to this subject which will doubtless prove of some interest and perhaps of value to some of your readers.

In the first place, I will tell you about the various writing machines, etc., sold and used in Japan, and then I will give you some advice regarding business methods and advertising campaigns to be followed.

Machines: As already stated, typewriters lead the way, and the following are some of the machines sold: Oliver, Remington, Adler, Wellington, Empire, Monarch, Underwood, Hammond, Yost, Smith-Premier, L. C. Smith, Elliott-Fisher, Blick, etc., of which the Oliver, Remington, Wellington and Underwood are the best sellers. So far as I know, the Oliver Typewriter Company are the only people who have their own offices here; other firms only have local agents.

Agencies are generally held by foreign firms doing business here, and only a very few have any expert knowledge of typewriters, but they generally have retail agents who are Japanese, and these retail agents have a fair knowledge of how to repair, etc. But, so far as I know, there is only one firm in Tokyo which can be called competent. It is, however, rather difficult for a foreign firm to establish a proper typewriter office (shop) on the same lines as those in your country or England, owing to the fact that expenses would run too high, as the high standard of living necessarily adopted by foreigners living here is rather costly. However, it is my opinion that it would be worth while for some good typewriter company who also handles duplicators, supplies, multiple writing machines, etc., to establish an office here, as the Singer Sewing Machine Company has its offices here and they are very successful. They have schools here teaching the buyers of sewing machines how to make clothes, etc., instruction being given absolutely free, whilst their machines are sold on very easy payment basis. They naturally monopolize the market and get a very handsome return for the trouble. A typewriter concern on similar lines would pay, but it would be necessary to have expert Japanese who can handle the business successfully, for business tactics in Japan are entirely different from what they are elsewhere, and the aggressive methods adopted by the salesmen of your country would meet with failure—the idiosyncrasies of the Japanese people must be studied well, and nobody but a Japanese or a very old foreign resident can be successful.

The field for typewriters, duplicators, adding machines, cash registers, Printographs, etc., is very large, but the public must be educated up to use these. Of course it is only natural that the field is much smaller than in your country or Europe, as the above machines are only used by up-to-date merchants who have foreign connections, this applying more to typewriters and Printographs, but at the same time the field has not yet been canvassed in anything like a proper manner.

As to the mode of selling these machines, etc., if the easy-payment system is adopted, I am quite confident that sales could be trebled in a very short time, for everything is sold on credit in Japan, and in this respect Japan is very like Italy. I read with much interest Mr. Piero Castelli's article on the methods of doing business in Italy, and would say that they correspond with the conditions obtaining in Japan.

Manufacturers in America draw on importers in Japan and the latter have to pay for the goods before they have a chance to look at them. Undoubtedly this is the safest plan to adopt, so far as the manufacturers or exporters are concerned, but at the same time it restricts trade. American manufacturers trust people in their own country, but they do not trust merchants abroad to the same extent, which is bad policy, for I venture to affirm that foreign merchants doing business in such places as Japan and the Far East generally have a very high moral standing and can be trusted, for the foreign communities are very small out here and any crooked business gets known very quickly, much to the detriment of the parties committing any such business misdemeanors. The moral standing of firms should be the first concern of the manufacturers and exporters, and after ascertaining same to find out the financial standing of the importers over here. Then again there is the question of knowing the requirements of the market here; this is a very important item. The Japanese are very "touchy" people, and if they are "rubbed the wrong way" no amount of soft handling afterwards will prejudice them in your favor; but if you know how to handle them they are very obliging and you will find a very good friend in them. In this they do not differ from peoples of other countries, but you must know the "how" of these matters or else you will get onto the wrong track. Tact naturally is required in dealing with Japanese, and unless one were born out here it will be difficult to find out the niceties of politeness which Japanese customs demand.

Japanese Customs Duties.

Now comes the question of import duties, some of which I append below:

Blank books	Yen 47.80 per 100 kin
Cash registers	25% ad valorem
Carbon papers	Yen 27.30 per 100 kin
Calculating machines	25% ad valorem
Duplicating machines	25% ad valorem
Envelopes	Yen 15.10 per 100 kin
Erasers of rubber	Yen 24.90 per 100 kin
Furnitures of wood	Yen 13.10 per 100 kin
Ink — Writing and copying	Yen 8.35 per 100 kin
Linotype	25% ad valorem
Typewriters and parts thereof	Yen 94.00 per 100 kin
Typewriter ribbons	30% ad valorem

N. B.—One yen is equal to almost 50 cents U. S. currency; one kin is equal to about 133⅓ lbs. avoirdupois.

The duty on the blank books is very high, so that paper only is imported, and then made into blank books here. As to furniture, freight duty, etc., make the cost too high for importation, whilst manufacturers here are very clever in making furniture in exact accordance with specifications supplied, so that it is much better to make it here. A kind of oak called "Nara" oak, obtained from the Hokkaido (the north island of Japan) is excellent for making furniture, and from actual experience I know that desks, etc., can be made with the said wood in Japan at less than one-half the cost of similar furniture sold in America, whilst the quality is just about the same. I should think that if some enterprising firm of furniture makers were to start a factory in Japan for exporting to China, Manila, etc., a very good and lucrative business could be done.

As will be seen, typewriters are taxed ac-

cording to weight, so that the lighter a machine is the lower the duty, which should make light machines desirable for Japan. In this connection I cannot help but cite an instance of lack of business methods obtaining in some parts of America. I wrote to a firm of typewriter makers—who, by the way, are not unknown to you—last year, asking for the agency for Japan and also telling them to send me catalogs, etc. No reply having been received for a very long time, I sent a reminder in which I stated that I wanted to buy one of their machines, to which I received a reply—rather late, also—stating that they were treating with another firm regarding agency, which was the reason why they could not reply earlier. In reply to this letter I wrote and told them that I wanted one of their machines and asked them to let me know the name and address of their prospective agent, so that I might communicate with the firm and obtain a machine. In reply to this they wrote a more or less apologetic letter explaining that the fact that I wanted to purchase one of their machines had escaped their notice!! Of course, I wrote and told them that if they could not attend to my requirements in a better and speedier manner I could not think of wasting my time on them further, and I have not purchased their machine. I may state that this correspondence extended over six months. Such unsatisfactory methods of dealing with correspondence must be avoided if business is to be developed.

Patent Rights and Trade-Mark.

These are two very important items. The Japanese are very clever in imitating various devices and also in pirating trade-marks, and unless the patent rights and trade-marks are registered no redress can be obtained at law courts in this country in cases of infringement. I may say that my firm represents quite a number of English manufacturers, and all patents and trade-marks in connection therewith are registered, for without registration, after having pushed certain goods and having opened a good field for them, if the rights are infringed without our being able to obtain any redress, we and the manufacturers would lose.

A case in point is the Hotchkiss patent paper fastening punch. These were at first imported from the U. S. A.—now they are turned out by the gross in Japan!!!

EIGHT WESTERN GOVERNORS AS SALESMEN

By Paul L. Barrett of the Barrett Adding Machine Co.

Three of us were talking shop at lunch some time ago in Chicago. The subject—salesmanship—was being discussed along the broader lines, the real lines of application, when I made mention of the recent visit East of eight of those Western Governors. My friend, Mr. Johnson, has asked me, for the benefit of you readers of Office Appliances, to tell you what I told him then.

As I said before, we were discussing salesmanship in its broader sense—how we are all salesmen. The laborer, if his union permits, sells his services to the one who pays the best price—in money, hours and environment. Even the ardent lover cries out his wares—his good qualities—to the girl of his heart (some of them are poor salesmen at that). Yes, the girl, too, is a good saleswomen at times. Did you ever think of a minister as a salesman? Probably not, for so few of them are. Did you ever stop to consider why so many ministers are failures? Why so many of them preach to empty pews? Because, though they work for the best House and the best Boss—if I may use Christianity and the Almighty in such a sense—many of them fail because they cannot make a good demonstration. Did you ever notice the Christian Science churches and congregations? Did you ever hear of one of these churches in debt? Did you ever see a lean audience, rain or shine? In presenting the teachings, the late Mary Baker Eddy did not neglect the one essential to their successful adoption—the direct benefit to mankind to be derived. Unfortunately, or possibly fortunately, we Americans care more for good things here—prosperity, right living, health—than mansions in the skies. That from which we may derive some direct benefit, some everlasting good, more than ancient history, or what we will get, if we do not behave. The lesson is right here—the positive in place of the negative. What will this or that do for us and ours? Is it worth while? The manner in which these last two questions were handled by those eight governors was not only interesting, but highly instructive.

Those eight governors came east on a mission—to sell the resources and qualifications of their respective states to the people of the east and advertise their states. However much we may differ from them in their political beliefs, we must admit they have qualifications, because they are leaders. They have sold themselves to their people. As one ex-governor who was with them expressed it, he would still have been governor were it not for the fact that the present governor went around the state before election and told the people he was a better man, and would make them a better governor than the one they had. They believed him and elected him. We must give them credit of being salesmen of the highest type, and therefore what they had to say on this mission of theirs was very interesting. I attended one of the dinners given in their honor in Michigan and can assure you that the evening spent was a very interesting one indeed. Here was not only salesmanship, but competition of the keenest sort, competition among eight salesmen, each trying to advertise to the best advantage his own particular state, while at the same time the governor of our own state was unwilling to let anything be better advertised and better presented than Michigan itself. The manner in which these governors handled their competitors was an object lesson for any salesman to study. In fact, it would be an object lesson for many salesmanagers to pay particular attention to, for these eight salesmen knew the fallacy of roasting or even paying any attention to his competitor, realizing the importanec of telling his prospect the essential things of his own state. If certain pertinent points were brought out by one, and his competitor who followed him was placed in a difficult position, he immediately brought up some strong points in regard to his own state that would entirely counteract those of his neighbor. Occasionally the governor resorted to some witty story, or the story of some little experience, to get his prospect in the frame of mind to listen to what he had to say, but always he followed this with the real business he had in view, and never throughout the entire evening was the thought lost sight of—that each of the eight governors made a trip through the east to tell about his own state. The all-important part of the trip was that the people of the middle west and east should know of the vast resources and the vast advantages, the best soil and climate that these states offer.

Let us consider for a moment the tendency of the present times, when we hear a great deal about scientific management. Of what does it consist, except the elimination of lost motion and producing of greater efficiency through more direct methods? Simplicity and elimination is the keynote. Apply the same truth to salesmanship. The more effective means are the simple ones. The getting right down to the simple truth, handled honestly and fearlessly—what this or that article will do for you and how much it will benefit you. Salesmen, select an article that you can honestly buy yourself—sell it to yourself first—an article that has real merit, then be sure that you know where the real merit lies, and then go out and tell the honest truth about that article and you can sell it.

AN OFFICE SUPPLY STORE INCIDENT

In Two Parts.—By Charles L. Garrison.

Part I.

Time: Middle of the forenoon.

Place: The mezzanine salesroom of the W. B. Henderson Stationery and Office Equipment Company.

(Mezzanine room begins at a point midway from front to rear of first floor; is approached by gently rising stairway to right of main aisle as you walk back from entrance; also reached by elevator running from stock room in the basement to third floor salesroom. Stock in mezzanine room chiefly office chairs and tables.)

Phone:

Mr. Sherwin answers:

"Hello . . . Yes, this is the W. B. Henderson Company . . . this is Mr. Sherwin of the business furniture department . . . just a minute, please . . . will you kindly repeat that? Oh! I understand now—Mr. Fenton of the Broomfield Clothing Store . . . All right, Mr. Fenton . . . Sure we've got filing equipment for commercial papers of every kind . . . Yes, we have both the horizontal and vertical appliances—letter files, check, document, catalogue and card index files . . . Have you made up your mind just what you really ought to have, Mr. Fenton? . . . Yes, it is a little difficult to say right off the bat what one ought to get—in fact I don't believe one ought to try to settle a filing problem in this way; no filing matter is ever settled till it is settled right; and it sometimes takes a good deal of head work to get the appliance modified to suit individual requirements . . . Yes, I understand; this card index of yours—that is, for your mailing list? . . . I see; and you want some more file drawers of the same kind? . . . Now about your letter files: did I understand you to say you file them horizontally in file drawers? . . . M'hm . . . Now, of what character are these other papers that you speak of? . . . Oh, I see; price lists, credit cards, catalogues, advertisements, electros, etc. . . . and you haven't decided either about the arrangement or the amount of the equipment? . . . No; certainly; it is rather confusing to the average man to read through half a dozen filing equipment catalogues . . . Yes, that's true . . . No, of course you can't, for your time is worth more—much more—to you when applied to your own specific business problems . . . Yes, you've the right idea, Mr. Fenton; if one isn't up on filing appliances it is ever so much easier to make a mistake and get something that doesn't fit one's filing needs than it is to get precisely what one ought to have . . . Certainly . . . Now, Mr. Fenton, suppose you arrange to give me, say, thirty minutes of your time this afternoon; I'll come to your office and we'll go into the matter more thoroughly. I can then see just what you have, and we can come to a much better notion of what you require in addition—how it ought to be arranged to insure the greatest convenience and all that—and besides I want to have a look at this horizontal letter file you speak of; I believe I can show you a better way . . . Yes, to be sure! . . . It will be more satisfactory both to you and to us . . . All right, then; I'll come over to your place this afternoon, say at 2:30? . . . All right, make it 3:00 . . . Thank you . . . Goodby, Mr. Fenton."

Part II.

Time: Middle of the afternoon, six months later.

Place: Office of the Broomfield Clothing Store.

(Mr. W. L. Fenton, Vice-President of the company, is seated at a sumptuous mahogany desk, dull finish with brushed brass trimmings. Ranged along the wall space to the left of Mr. Fenton's desk is a row of filing units in the same material and finish as the desk; to the right is a window, protected from the glare of the afternoon sun by a blue and white striped awning. Mr. Fenton has before him a batch of correspondence, and little Miss Steno's pencil is chasing nimbly along the pink lines of her note book, her pink ears listening intently, for Mr. Fenton dictates at the rate of 160 words a minute. It is with an inward sigh of relief that little Miss Steno observes that the stack of blue-penciled letters has grown out of proportion to the number of those that remain to be answered.)

Phone:

Miss Steno answers:

"Yes, this is Mr. Fenton's office . . . Yes, Mr. Fenton is here . . . Mr. Northcutt? All right, Mr. Northcutt" . . .

And Miss Steno passes the receiver to Mr. Fenton, and with an air of relief—pardonably natural, considering the temperature of the day and the sizeable bunch of letters that she must transcribe during the next two hours—gets permission to retire to her own little den of an office, whence the subdued sound of her click-click-clickety-clicking machine presently emerges. . . .

"Hello, Tom! . . . What do I know about filing appliances? Say, what are you driving up to, anyhow? . . . Oh, I see: Sherwin told you to call me up, did he? Now I begin to see daylight: you are in the market for some filing equipment: don't know the ins and outs of it: happened to fall into the hands of Sherwin, eh? Well, say Tom, don't worry, you're in good hands . . . That's all right; I'm glad Sherwin referred you to me, for I don't hesitate to say things for Sherwin that he wouldn't say for himself—he's a modest young fellow, you know; but take it from me, Tom, he knows filing appliances up one side and down the other. He came down here, looked over my letter files, card index files, storage drawers, etc., and then got out his note book and began asking me questions. Wanted to know the extent of our correspondence, the size of our mailing list, how we had been filing our catalogues, price lists, newspaper advertisements, electros and all that sort of truck. At first I thought it wasn't worth while going into all these details, but he soon convinced me that a fit in filing equipment is pretty much like a fit in a pair of gloves, shoes or anything else—they've got to get your size. Then he showed me that I was losing a whole lot of valuable space by continuing the flat files for letters, and proved to my satisfaction that the vertical filing method for letters is the best plan. After that he worked out a little scheme for pasting different-sized newspaper ads on uniform sheets and filing them vertically instead of pasting them in an old scrap book as we had been doing. So, in just a little while, he showed me exactly what I ought to have to reduce my filing to a scientific basis in which economy of space and ease of manipulation are, as he says, the two prime factors. Well, to make a long story short, Sherwin took out a lot of flat files, replacing them with vertical file drawers; then he linked these up with some sections for advertising files, shallow drawers for photographs, electros and full-page newspaper advertisements; added some storage drawers to the relief of my over-crowded desk drawers, and gave me a tip top filing arrangement that takes up mighty little room, considering its capacity, and it certainly is handy to operate; and looks bully, too. If you've got any filing troubles, saddle 'em on Sherwin—he's all right; and as far as the workmanship and finish of the goods are concerned—well, the W. B. Henderson Company stands back of 'em, you know . . . Oh, that's all right, Tom; no trouble at all. I don't mind taking time to tell a friend about a good thing, you know . . . Don't mention it . . . How's business? . . . Glad to hear it, Tom; things are looking up with us, too . . . Drop in and see me some time, old man . . . Goodby, Tom."

A NU IDIOM

Number V. By Henry Wise, Davao, Moro, P. I.—Adjective and Adverb Forms

THE function of the *verb* is to *assert;* its characteristic element is *time*, and hence it requires a variety of *tense* forms. The function of the *adword* is to *attribute;* its chief characteristic is *quantity* or *intensity*—which are but different aspects of the same thing—and hence it requires a variety of forms to express *degrees of quantity* or *intensity*. We shall first determine the *number* and *nature* of these degrees, and then proceed to find suitable forms for their expression.

The adjective corresponding to the noun *quantity* should be *quant;* but in our language it happens to be *some*. From this adjective and its variations we shall construct our general *formula* for all the modifications of adjectives and adverbs—or *adwords*. Now, *some* is a quantity *whatsoever* in contradistinction to *none*, or *no* quantity. *None*, then, is simply the *negation* of *some*, and should be so represented. *Any* is a variation of *some*, yet distinct from it, and should be considered as an essential form.

The words *much, more* and *most*, with *little, less*, and *least*, express *increasing* and *diminishing* degrees of quantity, of which *some* is the general form. But *much* and *little* are as truly *comparative* as are *more* and *most*, and *less* and *least*, since they imply quantities *more* or *less* than what is *normal, customary* or *needful, i. e.*, than a *mean* quantity. In general, this *mean* quantity constitutes the *basis* of comparison, though *any* quantity *may be made* the basis in special cases.

All represents the *supreme* degree, and is the true *superlative absolute*. When applied to *numbers*, this word, like all the rest, should have a different form.

To represent these various degrees of comparison, we have recourse to our scale of vowels as used in number notation, and to represent the *mean* and *indefinite* forms, we use two vowel diphthongs and two vowel digraphs. The digraph *oa* represents *all* or *totality*. It is pronounced as *oa* in broad. This combination is legitimate, for both *o* and *a* represent this sound in English, as in *or* and *all*. Its use is justified on the further ground that, while the sound it represents is found in many languages, there is no letter in any of them to represent it.

The digraph *oe* represents the *neutral* vowel sound of English *o* in *some*, of French *e* in *le*, but not like German *oe*. This *neutral* sound will appear again in shorter form.

The diphthong *au is* pronounced as in German, and *oi* as in English. Such combinations as *ei* and *eu* are to be avoided, while *iu, ui*, and their like are to be used only where they are easily pronounced.

Using the letter *n* to represent *quantity in general*, and *k* and *m* to distinguish between *concrete* and *discrete* quantity, *the whole* scheme may be exhibited as follows:

GENERAL FORMULA FOR ADWORDS.

Koan—all.	*Moan*—all.
Kyn—most.	*Myn*—most.
Kan—more.	*Man*—more.
Kon—much.	*Mon*—many.
Koen—some.	*Moen*—some.
Koin—medium.	*Moin*—average.
Kaun—any.	*Maun*—any.
Ken—little.	*Men*—few.
Kin—less.	*Min*—fewer.
Kun—least.	*Mun*—fewest.

Noen—none.

The above *adwords* relate to *quantity*, pure and simple. Pass we now to those which relate to *quality*. What *is* quality? *Quality* is *any distinguishing attribute whatsoever* that serves to determine the *identity, kind*, or *which*-ness of a thing. All those which contain the *quantitative element* may be expressed in terms which conform to the above *formula*. That a vast economy would result from a set of forms that represent the various degrees of quality and quantity, without the aid of additional words, syllables or letters, is clear to all.

To illustrate this, let us take the word *boen* to represent the *general* state or quality *of being good*, and *loen* that *of having length*. According to the *formula* they will stand as follows:

Boan—perfect.	*Ioan*—endless.
Byn—best.	*Iyn*—longest.
Ban—better.	*Ian*—longer.
Bon—good.	*Ion*—long.
Boen—some good.	*Ioen* — having *some* length.
Boin—fair.	*Ioin* — *of medium* length.
Baun—Any good.	*Iaun* — having *any* length.
Ben—bad.	*Ien*—short.
Bin—worse.	*Iin*—shorter.
Bun—worst.	*Iun*—shortest.

All *primitive* adwords may be thus compared. The comparison of *derivatives* will be treated later.

The sign of the so-called *superlative absolute*, to-wit, *very*, is yet to be provided. This term is really not an *intensive* word, but rather an *emphatic* one. To say that a thing is very good is equivalent to saying that it is *truly, surely*, or *indeed*, good. Then its use is defective. We say *very much* and *the very most*, but we do not say *very more*. Our intensive term or *sign* should apply equally *to all degrees*. If we let the letters *y* and *u* represent, respectively, the sign of *increasing* and *diminishing* intensity, and apply it to *much* and *good*, it will give the following result:

Kyyn—very most.	Byyn—very best.
Kyan—much more.	Byan—very much better.
Kyon—very much.	Byon — Very *much*—good.
Kwen—very little.	Bwen—very bad.
Kwin—much less.	Bwin—much worse.
Kwun—very least.	Bwun—very worst.

Kyyn is pronounced *kyine*, and *kwun* is pronounced *kwoon*. The letter *w* is substituted for *u* for obvious reasons. The words *ya* and *wi* may be used instead of the signs when necessary.

No doubt some critic will say: "Your system is unphilosophical. Good and bad are *absolutely different*, and yet you try to make out that *bad* means merely *little good!* My answer to this critic is, first, there is *only one case* in which two things can be "absolutely different," and that is when *one* of those things is *nothing! Bad* does not meanu *no good*, for if it does, what would *worse* mean? Second, I should say that you are a person who believes in "total depravity" and "original sin," and would put the laws of Draco into force again if you could.

Most languages are deficient as to the *number* of forms for qualifying adjectives. The terms which should correspond to *some* are the same as those which correspond to *much*, and in only a few instances are words found to express the *medium* degree. Now *good* and *bad* correspond to *much* and *little*. We should have a form of the word corresponding to *some, any*, and *medium*, so as to be able to express our ideas *exactly* without equivocation or circumlocution. We use the word *boen*, then to signify *some* good. If we wish to say that a thing has *much* of this *general* quality, we say it is *bon;* if *little*, that it is *ben*, or *bad*. But if it is *indifferent*, or only *fair* as regards this cuality, we characterize it as *boin*. But *there is good* in all of these degrees. You might as well say that a stick has no *length*, because it is *short*, or that a boy has no *age* because he is *young*.

Are *much* and *little* absolutely different? No; they both represent the idea of *having cuantity*. Are *high* and *low* absolutely different? No; they both represent the cuality of *having altitude*. Now, *little* is *cuantity* as truly as is *much; low* is *altitude* as truly as is *high;* then *ben* would be *goodness* as truly as is *bon*. The difference is only a matter of *degree*. And so on for all other cualities whatsoever which admit degrees of intensity.

Yes, I know that this scheme will play topsy-turvy with some "international" words, unless we change them radically. Suppose you try it on the word *fine* for instance. For *fine, finer, finest*, we get *fen, fin, fun;* and for *coarse, coarser, coarsest*, we get *fon, fan, fyn!* And how are we going to run the adjective *deep up* the scale, and *shallow, down* it? These difficulties are only apparent, and will disappear when we come to grapple with them. When "internationalism" serves a good purpose, we shall use it; when it gets in the way, we shall *kick it out* and go ahead. Our goal is not "internationality," but *the best possible language*.

BUSY TIMES FOR REMINGTONIANS

Greater Remington Typewriter Organization in the United States

MARCH has been a busy month in Remington typewriter circles. The great consolidation of the Remington, Smith Premier and Monarch sales forces has, in many cases, necessitated the opening of larger offices in cities already boasting Remington typewriter branches, and the remarkable extension program, not merely incident to, but really the prime reason for, the great consolidation, has necessitated the sifting and selection of the managerial talent now at the disposal of the Remington so that the best men may be selected for each of the new offices of the company, as well as for the older Remington branches. The Remington Typewriter Company have announced that they will need all of the managerial talent provided by the amalgamation of the sales forces for their extension program, and the present outlook seems to justify this statement.

In New York City, the home office of the Remington has provided for the increased staff in both the New York City branch and the various executive departments, and adequate private offices have been built for the new executives. Mr. Sholes, the former Monarch New York manager, and Mr. King, formerly Smith Premier manager in New York, are both associated with Mr. Thornton, Remington branch office manager in New York, in the management of the enlarged New York Remington branch.

Mr. Bayes, formerly Remington Typewriter manager in Chicago, continues as manager of the combined selling forces in that city, and Mr. Boldry, formerly Smith Premier manager at that point, has been assigned as manager to the Detroit office of the combined organizations. Mr. Simler, the former Remington manager at Detroit, will be attached to the home office of the company in New York.

N. E. Hightower, formerly Remington manager at Cincinnati, will continue as manager of the combined forces in that city, and H. A. Zimmerman, who was Smith Premier manager there, will go to Indianapolis as manager of the combined forces at that point.

W. J. Pickering, formerly of the Smith Premier, is in charge of the combined forces at Omaha, while at St. Louis M. K. Deale, formerly manager for the Remington only, will have charge of the combined selling forces under the new arrangement.

B. F. Powers, formerly of the Smith Premier, will have charge of the Minneapolis office, and J. W. Kennedy, formerly Remington manager at that point, will be transferred to the Newark branch as manager.

Edward F. Jones, formerly of the Smith Premier general offices in New York, has been assigned to Worcester as manager of the combined selling staff of the new branch in that city, and Mr. Parker, formerly Smith Premier manager at Worcester, has gone to Peoria, Ill., as manager of a new Remington branch.

Some of the new Remington direct branch offices which have already been opened are as follows: Hartford, Conn., Mr. Humphreys, formerly of the Smith Premier, manager; Jacksonville, Fla., Mr. Land, formerly of the Smith Premier, manager; Norfolk, Va., Mr. Sholes, formerly of the Monarch, manager; Portland, Me., Mr. Ayres, formerly of the Smith Premier, manager; Syracuse, N. Y., Mr. Smith, formerly of the Smith Premier, manager; Utica, N. Y., Mr. Tourbert, formerly Remington district salesman, manager, and Worcester, Mass., and Peoria, Ill., which have already been mentioned.

Many other new Remington direct branches will be opened in the near future, and the Remington Typewriter Company states that they will possess an organization larger than that of any other typewriter company in the world.

In many cities, the former office of some one of the three companies has been utilized to advantage under the consolidation, while in others, new quarters had to be secured to accommodate the increased staff. Some of the cities where the Remingtons are now occupying or will shortly occupy new quarters are Buffalo, Los Angeles, Nashville, New Haven, Norfolk, Richmond, Salt Lake City, Springfield, Mass., Utica, N. Y., and Worcester, Mass. At Washington and Louisville, they were fortunate enough to be able to secure additional space at their present quarters. The Smith Premier offices were utilized by the combined sales forces in Cincinnati, Detroit, Jacksonville, Milwaukee, Hartford, St. Louis, Seattle and Toledo. For the present, the combined forces in most of the other cities have been installed in the present Remington offices, and no further changes have been announced up to time of going to press.

The consolidation of the sales forces in the United States of the Remington, Smith Premier and Monarch was celebrated in many cities throughout the country by banquets attended by the united sales forces of the three machines, Mr. Van Buskirk, Mr. Humes and Mr. Dickerman of New York attending whenever possible.

The New York banquet was held at Healy's Restaurant, Broadway and Sixty-sixth street, on Thursday evening, March 14th, Mr. Thornton, New York City manager, acting as toastmaster. Addresses were made by J. W. Earle, John F. McClain, A. A. Forrest, F. E. Van Buskirk, G. W. Dickerman, W. T. Humes, T. F. Crean, Superintendent of the Domestic Sales Department, J. A. Zellers, formerly Assistant General Manager of the Smith Premier, and now associated with Mr. Crean in the greater organization, Mr. King, formerly Smith Premier New York manager, and Mr. Sholes, formerly Monarch manager in New York, both now associated with Mr. Thornton in the management of the greater New York office.

The messages from all of these speakers were full of optimism, and reflected the confidence of the members of the sales force present in the future of the typewriter business, and in the success of the new sales policy just inaugurated.

The meetings in other cities were duplicates of the New York meeting in point of enthusiasm, and all were record meetings in size. The Chicago banquet was held at the La Salle Hotel on the evening of March 6th, in the Red Room. The tables were laid in the shape of a triangle, and midway on each side were floral decorations containing the name of each machine inlaid in red carnations on a white background, flanked in each case by the machine named.

The banquet in St. Louis was held on the evening of March 7th, at the Mercantile Club, Mr. Deale, local Remington manager, acting as toastmaster.

Since these banquets, others have been held at Philadelphia, Boston, and a number of other Remington branches, many of which were attended by officials of the company. All were splendid meetings, and the enthusiasm manifested at these greater Remington gatherings affords conclusive evidence of the strength and solidarity of spirit which already animates the enlarged Remington forces.

Death of Pittsburgh Stationer.

H. Lee Mason, head of the firm of J. R. Welden & Company of Pittsburgh, died on March 14th. He was 74 years of age. Mr. Mason had been a stationer since 1852, having started with his uncle, J. R. Welden, in that year. He became a half owner in the business in 1866, and six years later, on the death of his uncle, he bought the latter's interest.

Mr. Mason was a native of Pittsburgh, where he was brought up and educated. He is survived by his wife, a son—Henry Lee Mason—a daughter and two sisters, all residing in Pittsburgh. Mr. Mason was a man of very fine and upright character,—quiet and unobtrusive, and much beloved by his employes and a wide circle of friends.

"The darkest day in any man's earthly career is that wherein he first fancies that there is some easier way of gaining a dollar than by squarely earning it. * * * He has lost the clew to his way through his mortal labyrinth, and must henceforth wander as chance may dictate."—Horace Greeley.

PATENTS

994,857—Copy-Holder. George A. Marsh, Washington, D. C., assignor to Hellicoid Copyliner Company, a corporation of Delaware.

994,905—Feeding Attachment for Type-Writing Machines. Henry M. Burch, Atlanta, Ga.

994,959—Loose-Leaf Binder. Abraham M. Southard, Denver, Colo., assignor of one-half to The Wheeler Publishing Company, Denver, Colo.

994,973—Paper-Carriage Feed Mechanism of Type-Writers. Theodore Eugen Burschmann, Chemnitz, Germany, assignor to The Firm of Wanderer Werke vorm. Winklhofer & Jaenicke A. G. Schonau, near Chemnitz, Germany.

994,984—Letter-Tray. Elmer L. Dennis, Rockford, Ill., assignor to Andrews Wire and Iron Works, Rockford, Ill., a corporation of Illinois.

995,035—Loose Leaf Binder. Otto C. Schultze, Chicago, Ill.

995,098—Lead Pencil. Charles Kaiser, Brooklyn, N. Y., assignor to Eagle Pencil Company, New York.

995,150—Type-Writing Machine. William J. Kauffman, Cleveland, Ohio.

995,186—Platen-Carriage for Type-Writers. George F. Rose, New York, N. Y.

995,307—Fountain Pen. Ralph F. Van Winkle, Erie, Pa.

995,409—Blackboard Eraser. George P. Lull, Bradford, Pa.

1,003,414. Rotary Retarding Mechanism for Adding Machines and Like Devices. Glenn J. Barrett, Grand Rapids, Mich., assignor to Barrett Adding Machine Company, Grand Rapids, Mich.

1,003,415. Type-Writing Machine. Walter J. Barron, New York, N. Y., assignor to Remington Typewriter Company, Ilion, N. Y., a Corporation of New York.

1,003,437. Fountain Pen or the Like. Tuluff E. Decker, Cassopolis, Mich.

1,003,445. Manifold Sales or Order Book. Orlando S. Gauch, Shelby, Ohio, assignor to The Shelby Printing Company, Shelby, Ohio, a Corporation of Ohio.

1,003,470. Letter and Like File. Augustus David Klaber, London, England.

1,003,580. Type-Writing Machine. Walter J. Barron, New York, N. Y., assignor to Remington Typewriter Company, Ilion, N. Y., a Corporation of New York.

1,003,625. Dictaphone Recorder and Reproducer. Thomas H. MacDonald, Bridgeport, Conn., assignor to American Graphaphone Company, Bridgeport, Conn., a Corporation of West Virginia.

1,003,671. Calculating Attachment for Typewriting Machines. Ferdinand J. Tillman, St. Louis, Mo.

1,003,672. Adding Machine. Ferdinand J. Tillman, St. Louis, Mo.

1,003,677. Push-Button System for Desks and the Like. Bent L. Weaver, Middletown, and William R. Miller, Penbrook, Pa., assignors to R. & W. Company, a Corporation of Maine.

1,003,723. Key-Action for Calculating Machines. Dora E. Felt, Chicago, Ill.

1,003,732. Cash Register. Frederick L. Fuller, Trenton, N. J., assignor, by mesne assignments to The National Cash Register Company, a Corporation of Ohio.

1,003,791. Type-Writer Ribbon Spool. Zae E. Prickett, Chicago, Ill.

1,003,824. Loose-Leaf Binder. George W. Thomas, Red Oak, Iowa, assignor of one-half to John M. Halbert, Red Oak, Iowa.

1,007,799. Calendar Date-Indicator. Charles D. Williams, Salida, Colo.

1,007,807. Folding Pocket-Dividers. Marvin Elmer Smith, Hazel Green, Wis.

1,007,822. Credit-Cabinet. Andrew J. Tice and Charles Gorsuch, Alliance, Ohio; said Tice assignor to The American Case & Register Company, Salem, Ohio, a Corporation of Ohio.

1,007,825. Type-Writer. Wilhelm van der Eerden, Berlin, Germany.

1,007,839. Type-Writing Machine. Walter E. Barnard, Hartford, Conn., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,007,840. Type-Writing Machine. Edwin E. Barney, Syracuse, N. Y., assignor to The Monarch Typewriter Company, Syracuse, N. Y., a corporation of New York.

1,007,844. Manifolding Sales-Book. Edward Kirby Bottle, Niagara Falls, N. Y., assignor to The Carter-Crume Company, Limited, Niagara Falls, N. Y., a corporation of Canada.

1,007,937. Mathematical Instrument. Albert Garinger, Stamford, Conn.

1,007,992. Drafting Instrument. Wayne C. Gilder, Hammond, Ind.

Copies of any one of these patents can be obtained by sending fifteen cents in stamps to E. G. Siggers, patent lawyer, Suits No. 35, N. U. Building, Washington, D. C., by mentioning Office Appliances.

1,007,994. Type-Writing Machine. John Waldheim, Newark, N. J., assignor to Union Typewriter Company, Ilion, N. Y., a corporation of New York.

1,008,047. Loose-Leaf File for Holding Individual Accounts. Edward L. Mooney, Minneapolis, Minn., assignor of one-half to Philip W. Wirth, Minneapolis, Minn.

1,008,074. Ink-Well. Louis J. Schaefer and Warren T. Thomson, Chicago, Ill.

1,008,079. Calculating Machine. Ernst Schuster, Berlin, Germany.

1,008,092. Leaf-Turning Device. Lodovico Valenza, South Bethlehem, Pa.

1,008,099. Machine for Simultaneously Writing a Plurality of Signatures or Inscriptions. William R. Woodward and Frank E. Crompton, New York, N. Y., assignors to The Signature Company, New York, N. Y., a corporation of New York.

1,008,125. Safety Device for Cash-Desks. Walter Eichelkraut, Zehlendorf, near Berlin, Germany.

1,008,139. Loose-Leaf Binder. Daniel W. Hallock, Rocky Point, N. Y.

1,008,140. Compasses or Dividers. Charles Edward Hand, St. Catherines, Ontario, Canada.

1,008,143. Type-Writer Desk. Charles A. Hart, Findlay, Ohio.

1,008,145. File Binder. Thomas E. Heeter, St. Louis, Mo., assignor to The Boorum & Pease Loose Leaf Book Company, a corporation of Missouri.

1,008,158. Type-Writing Machine. Oscar C. Kayle, Syracuse, N. Y., assignor to Harvey A. Moyer, Syracuse, N. Y.

970,541. Drawing Pen. John Pamer, Akron, Ohio.

970,582. Fitting for Loose Leaf Books. Albert Thomas Warne, Leytonstone, England, assignor to Spicer Brothers, Limited, London, England, a company incorporated.

970,659. Mailing Folder. Charles C. Stewart, Oak Park, Ill., assignor to The Campbell Company, Chicago, Ill., a corporation of Illinois.

970,668. Type-Writing Machine. Richard W. Uhlig, Rutherford, N. J., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of New Jersey.

970,708. Type-Writing Machine. Charles Hellstrom, Hartford, Conn., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of New Jersey.

970,739. Manifolding Pad. Thomas Wilberforce Old, Montreal, Quebec, Canada, assignor to The Carter Crume Company, Limited, Niagara Falls, N. Y., a corporation of Canada.

970,780. Means for Combining Autographic Registers and Type-Writers. England J. Barker, Chicago, Ill.

970,785. Manifolding Pad. Edward Kirby Bottle, Niagara Falls, N. Y., assignor to The Carter-Crume Company, Limited, Ontario, Canada, a corporation of Canada.

970,798. Cash Register. Joseph P. Cleal, Dayton, Ohio, assignor by mesne assignments, to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio (incorporated in 1906).

970,811. Desk Pad. Jacob Goerk, Irvington, N. J.

970,859. Penholder. Thomas C. Spencer, Wewahitchka, Fla.

970,933. Desk. Harry M. Leese, Washington, D. C.

970,970. Desk Attachment. Margaret Tennent, Chicago, Ill.

970,984. Combined Eraser and Pencil Sharpener. Henry E. Bryant, Atlanta, Ga.

970,989. Document File. Albert George Clarke, Montreal, Quebec, Canada.

971,007. Loose-Leaf Binder. Bert S. Hubbard, Oakland, Cal., assignor to The Union Telegraph Company, San Francisco, Cal., a corporation of California.

1,015,810. Type-Writing Machine. James Rowley McCue, Cooma, New South Wales, Australia.

1,015,825. Cash Register. William H. Muzzy, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,015,829. Tabulating, Back-Spacing, and Key-Connecting Mechanism. Eleazar Parmly, Jr., Washington, D. C., assignor to Elliott-Fisher Company, Harrisburg, Pa., a corporation of Delaware.

1,015,842. Calculating Machine. Heinrich Daemen-Schmid, Zurich, Switzerland.

1,015,849. Type-Writing Machine. Arthur W. Smith, New York, N. Y., assignor to Yost Writing Machine Company, Ilion, N. Y., a corporation of New York.

1,016,041. Sketch Tablet Holder. Alexander Scott, Philadelphia, Pa.

1,016,043. Type-Writing Machine. Herbert H. Steele, Marcellus, N. Y., assignor to The Monarch Typewriter Company, Syracuse, N. Y., a corporation of New York.

1,016,056. Type-Writing Machine. Oscar Woodward, Montclair, N. J., assignor to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,016,057. Type-Writing Machine. Clio B. Yaw, Arlington, N. J., assignor to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,016,061. Type-Writing Machine. John H. Barr, Syracuse, N. Y., assignor to The Smith Premier Typewriter Company, Syracuse, N. Y., a corporation of New York.

1,016,066. Cash Register. Oscar F. Davisson, Dayton, Ohio, administrator of Thomas Carney, deceased.

1,016,078. Measuring and Calculating Machine. Eugene A. Luster, Athens, Ga., assignor of one-third to Nora Luster Epting and one-third to Alfred T. Conway, Athens, Ga.

1,016,117. Pencil Sharpener. Edward B. Wellen, Windsor, Conn.

1,016,172. Typewriter Escapement Clutch. Max Pfau, Woodstock, Ill., assignor to The Emerson Typewriter Co., Woodstock, Ill., a corporation of Illinois.

1,016,175. Typewriter Carriage. Joseph Raber, Woodstock, Ill., assignor to Emerson Typewriter Company, Woodstock, Ill., a corporation of Illinois.

1,016,222. Manifolding Sales Book Holder. Nils F. Garbo, Minneapolis, Minn.

1,016,230. Adjustable Card Index. James H. Rand, Newton, Mass.

1,016,234. Registry Receipt for Mail Matter. Louis V. Spollin, Los Angeles, Cal.

1,001,608. Ribbon-Carrier Mechanism for Type-Writing Machines. Arthur H. Benzer, Buffalo, N. Y.

1,001,688. Adding Machine. Frank C. Rinsche, St. Louis, Mo., assignor to Universal Adding Machine Company, St. Louis, Mo., a corporation of Missouri.

1,001,698. Combined Type-Writing and Calculating Machine. John A. Smith, Harrisburg, Pa., assignor to Elliott-Fisher Company, New York, N. Y., a corporation of Delaware.

1,001,749. Type-Writing Machine. William R. Fox, Grand Rapids, Mich.

1,001,875. Combined Account and Cash Register. Perry A. McCaskey, Alliance, Ohio.

1,001,900. Book Holder. Michael J. Stark, Chicago, Ill., assignor to William A. Marguerat, Chicago, Ill.

1,002,042. Carriage Stops for Type-Writers. Charles Wesley Davis, Montreal, and George William Davis, Westmount, Quebec, Canada.

1,002,194. Envelope Sealing and Stamping Apparatus. Ernest J. Brassneur, Chicago, Ill., assignor to A. B. Dick Company, Chicago, Ill., a corporation of Illinois.

1,008,297. Ink-Well. Sigurd E. Anderson, Des Moines, Iowa.

1,008,315. Mail-Case. Melvin N. Dunham, Dunkirk, Mont.

1,008,349. Copy-Holder. George A. Marsh, Washington, D. C., assignor to George C. Boarman, Washington, D. C.

1,008,352. Tab for Card Index Systems. Joseph M. Meyers, Pittsburg, Pa.

1,008,357. Cash Register. William H. Muzzy, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,008,359. Envelope Sealing Machine. Robert E. Nichols, Akron, Ohio.

1,008,386. Account Register. Albert F. Staples, Canisteo, N. Y., assignor to Superior Register Company, Canisteo, N. Y., a corporation of New York.

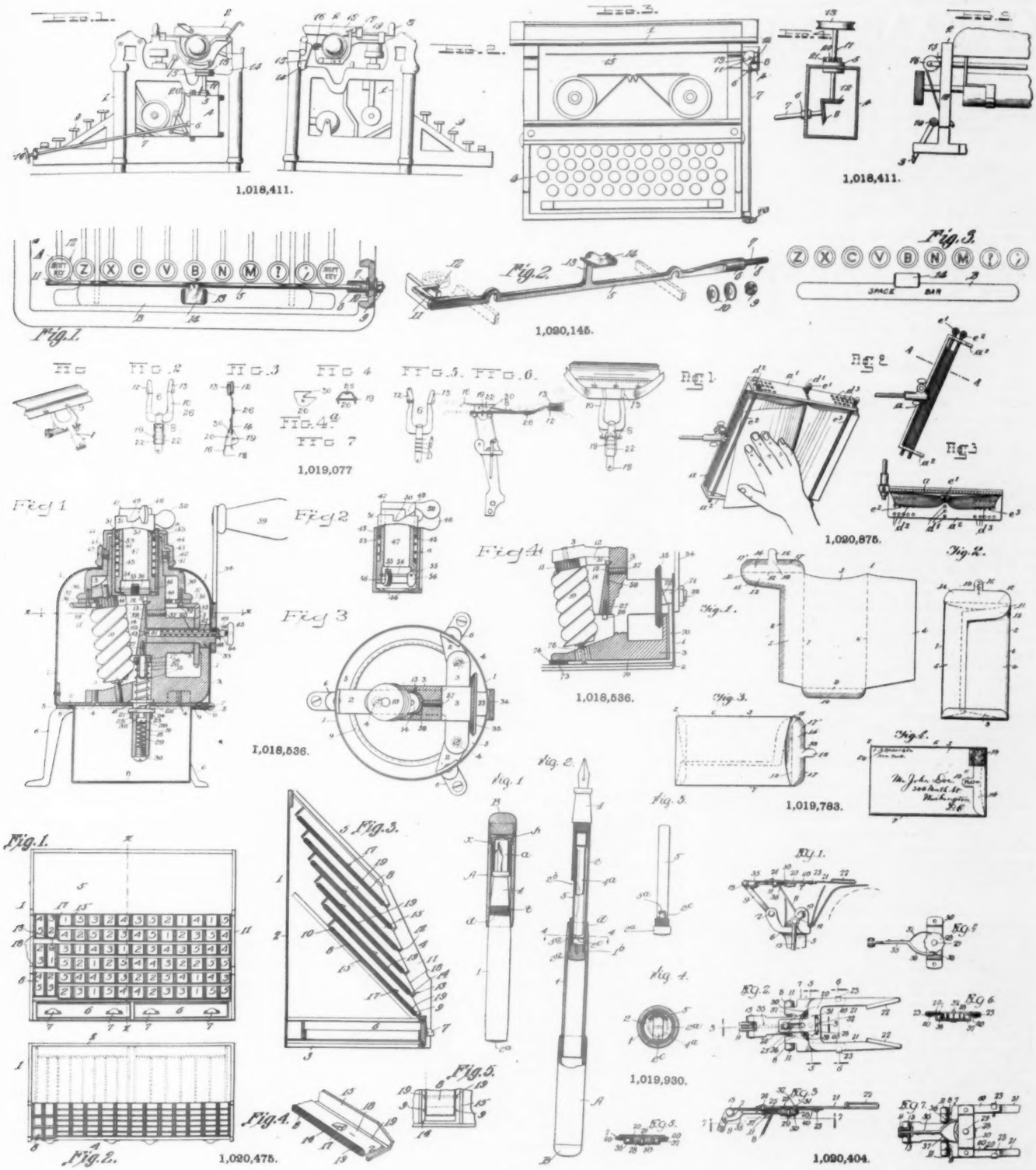
1,008,387. Type-Writing Machine. Herbert H. Steele, Marcellus, N. Y., assignor to The Monarch Typewriter Company, Syracuse, N. Y., a corporation of New York.

1,008,388. Type-Writing Machine. Andrew W. Steiger, Bridgeport, Conn., assignor to Union Typewriter Company, Jersey City, N. J., a corporation of New Jersey.

1,008,394. Type-Writing Machine. Samuel William Turner, Canonbury, London, England, assignor to Yost Writing Machine Company, Ilion, N. Y., a corporation of New York.

1,008,397. Multiple Cash Register. Edward J. Von Pein, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,008,481. Book Mark. Joseph W. Lopes, Salinas, Cal.



No. 1,018,411—Attachment providing for simultaneous spacing mechanism and carriage return on typewriters, designed to make these operations easier; patented Feb. 27, 1912, by William A. Davis of Clovis, N. M. No. 1,020,145—Arrangement providing for supplemental shift key to be attached to shift mechanism of typewriter whereby some finger other than the little finger, preferably the thumb, is used to operate the shift mechanism; patented March 12, 1912, by Ada C. Kendrick of Williamsburg, Kan. No. 1,019,077—Attachment to ribbon-throw of typewriter, with especial reference to the Oliver machine; patented March 5, 1912, by Charles V. Oliver of West Union, Iowa. No.1,020,875—Reading desk; patented March 19, 1912, by Paul Baillod of La Chaux-de-Fonds, Switzerland. No. 1,018,536—Pencil sharpening machine; patented February 27, 1912, by Edgar P. Webster of Bridgeport, Conn. No. 1,019,783—Envelope which cannot be opened without detection; patented March 12, 1912, by Frederick Grab of New York, N. Y. No. 1,020,475—Typewriter ribbon cabinet; patented March 19, 1912, by Fred G. Berg of Enid, Okla., assignor of one-half to Merle B. Horney of Enid, Okla. No. 1,019,930—Fountain pen; patented March 12, 1912, by Francis W. Vaughn, Jr., of West Medford, and Henry J. Upton of Somerville, Mass., assignors to Vaughn-Upton Company of Boston, Mass., a corporation. No. 1,020,404—Ribbon-throw mechanism for typewriting machines; patented March 19, 1912, by Arthur F. Engel of New York, N. Y., assignor to the Oliver Typewriter Company of Chicago, Ill.

OFFICE APPLIANCES

FOUNDED BY GEORGE H. PATTERSON

EDITED BY EVAN JOHNSON
HOBART W. MARTIN, ASSOCIATE EDITOR

DEVOTED TO THE INTERESTS OF MAKERS, SELLERS AND USERS OF OFFICE EQUIPMENT AND SUPPLIES.

ITS FIELD INCLUDES

Typewriters, Adding Machines, Addressing Machines, Office Printing Machines, Business Phonographs, Folding Machines, Cash and Time Registers, Loose Leaf Systems, Office Furniture, Writing and Carbon Papers, Stationery and all supplies and conveniences intended for office use.

PUBLISHED MONTHLY BY
THE OFFICE APPLIANCE CO.
417 So. Dearborn Street, Chicago, Ill., U. S. A.
Telephone Harrison 3698 Cable Address, Applico, Chicago
Telegraph Code, Western Union

EASTERN OFFICE, 508 Tribune Building, New York
C. H. EVERLY

Vol. XV CHICAGO, APRIL, 1912 No. 5

SUCCEEDING AND EMBODYING
TYPEWRITER JOURNAL AND OFFICE SYSTEMS, N. Y.
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TYPEWRITER TRADE JOURNAL, New York
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Entered as Second-Class Matter July 8, 1905, at the Post Office at Chicago, Illinois, under Act of March 3

Editorial

PERHAPS more men have failed of the realization of their full efficiency through the inappreciation of immediate action than from any other cause. Immediate action is not hasty action, but if action fails to follow at once upon the maturity of a plan the chances of failure are much multiplied. Every man must plan for himself—that is to say, he must make his own plans very largely without dependence upon the well-meant advice of others unless his advisers can present some very cogent reasons against his ideas. To run around among one's friends for advice upon some cherished scheme is to invite failure, for by the time one has encountered criticism, scoffing, ridicule and indifference, which are the portion of most advice seekers, all the ginger and enthusiasm with which one starts out have evaporated, leaving only doubt and indecision in their stead.

THE "NOW" IN BUSINESS

A thing which men should cherish above riches is the knowledge that their own brains are just as clear, their own judgment made upon full knowledge is just as reliable, and their own well-laid plans just as likely to succeed as those of other men. This knowledge, ground in and made a part of one's being will bring nerve and initiative where nothing else will avail. And without confidence and initiative no business can get very far.

General Grant was once heard to say that while he was always badly frightened before an important battle, he knew that his adversary was just as badly scared and just as much in the dark as he was. "We shall move on your works in the morning," was the spirit which won the General's battles. It was not a threat, but a statement of fact. If the white flag did not wave above the enemy's ramparts in the morning the general's army did inevitably move upon the works. Action followed swiftly upon the maturity of the plan.

Had the originators of the loose leaf idea, for instance, gone about among their friends inquiring of the feasibility of their plans, the loose leaf book would still have been a future possibility. Plans maturely thought out, concentrated upon and shaped up, then carried out with force and enthusiasm have much in their favor. They are lusty children of the brain, drawing success and defeating failure by their very vigor and life. But the plans attenuated by much advice and tinkering and discouragement are weaklings, poorly nourished and ill-equipped for an unequal struggle against a hostile world. Nobody ever learned to be a swimmer who was afraid to get wet.

CONDITIONS in the office appliance industry are most encouraging. What reflects the general prosperity of the trade most accurately is the typewriter business. From Syracuse, the typewriter city which claims more typewriter factories than any other city in the world, comes word of extensive improvements and addition to the large plants located there. The consolidation of the selling organizations of the Remington, Smith-Premier and Monarch typewriter companies has resulted not in the dismissal of men and managers but in the enlargement of the efforts of all respective companies concerned. As a result of the excellent business done during the past year, the marked increase in orders and the expected further increase in business, more men are to be added to the Monarch works in the near future and additions are soon to be built to the factory. The same holds true of the factories of other typewriters. The L. C. Smith and Brothers Typewriter Company has recently built a large addition to its plant, while the Remington factory has also been enlarged. Practically the same conditions prevail at the Smith-Premier plant, while at Hartford the Underwood people have been forced to annex ground by the acre for buildings to accommodate the demand for their product. The Oliver typewriter factory at Woodstock, Illinois, one of the best managed plants in the entire country, is so prosperous that good business with the Oliver has become a proverb. All men are working on full time and over-time is the rule in some departments. The factory of the Fox Typewriter Company at Grand Rapids has recently made additions giving almost a quarter more room. The same prosperity holds true of the Victor typewriter factory, while over at Groton, New York, where the neat and convenient little Standard Folding typewriter has its home, additions have been made to the factory on account of business, which has been unexpectedly good. Practically every typewriter company of standing in the whole United States, including the Hammond, Blickensderfer and others, is doing all the business that it can handle.

BUSINESS IS ENCOURAGING

Prosperity in the typewriter business means increase in practically half of the goods handled by the dealer. For every four typewriters sold, some manufacturer must make a vertical letter file to handle the output. The more typewriters sold, the greater is the demand for pencils, paper, typewriter ribbons, carbon paper and all supplies for the office, including office furniture, files, second sheets, copying books, holders, cards, indexes, etc., etc.

Practically the same conditions hold in factories out of the typewriter lines. Additions are constantly being built, and practically no manufacturer of a meritorius office machine, device or article of office furniture is exempt from the imperative demand for more room and more goods with which to fill orders that are taxing the strength of the men and the equipment of the factories to the utmost.

With such conditions generally prevailing among the big concerns a good and prosperous year seems certain.

FEW decisions of recent date have caused more comment than that of the United States Supreme Court in the so-called A. B. Dick Patent Case. The fact that it was a bare majority decision, four justices supporting the contention of the A. B. Dick Company and three dissenting from the majority opinion was in itself sufficient to awaken more than the usual interest on the part of the correspondents, editors and students of legal and political affairs. Furthermore, Mr. Justice Day, the remaining justice, did not hear the arguments and took no part in the decision. Chief Justice White and Justices Hughes and Lamar dissenting from the majority of the court. The majority opinion was written by Mr. Justice Lurton, Justices Van Devanter, McKenna and Holmes concurring.

THE MIMEOGRAPH PATENT DECISION

Briefly put, the decision of the court is that a patentee, in pursuance of his right to make, sell outright, sell conditionally, or refuse to make or sell his invention at all during the life of his patent, may impose upon the purchaser of a patented machine, with due and proper notice, a restriction requiring him to use upon that machine only such appropriate supplies as are manufactured for the purpose by the patentee, and this irrespective of whether the supplies themselves are or not patented. The court finds this to be the law without expressing itself as to whether the law is right or wrong, good policy or poor policy, on the ground that it is the province of the legislative branch of the government to change the law when necessary, the court having power only to construe and enforce the law as it finds it.

It is instantly apparent that the scope of this decision is very great, at least in theory, though we doubt if in practice it will have any apparent results. Under it typewriter manufacturers can sell their machines subject to a license restriction compelling purchasers to use only the company's own ribbons and carbons and other supplies in connection with the machine; office furniture manufacturers can sell their patented products with the restriction that purchasers must buy all their folders and other supplies from the manufacturer of the cabinet or other device sold, and so on down the line, the same principle applying to pretty nearly everything which demands certain other accessories for its use. But the notion that this principle will be generally put into use is purely imaginary and decidedly improbable, for, generally applied, with respect to devices on which there is competition it would, perhaps, operate to the advantage of non-restrictive concerns, so that there would be no object in enforcing such restrictive clauses.

The decision seems to have the effect, perhaps, of extending the jurisdiction of United States courts to include a considerable class of cases heretofore regarded as exclusive with the state courts, but Mr. Justice Lurton does not seem to hold this view of the matter.

OFFICE APPLIANCES sincerely hopes that the attendance at the annual convention of the National Association of Stationers and Manufacturers at Omaha next summer will be larger than it ever has been before in the history of the association. Some fear has been expressed that because Omaha is a long way from the eastern seaboard but few eastern stationers will attend the convention. We hope that this will not be the case.

ON TO OMAHA!

The city of Omaha is pretty nearly in the geographical center of the United States, so far as the east and west are concerned. Conventions held in Boston, Toledo, Baltimore and other eastern cities have been pretty well attended by stationers from the west and the southwest, considering the great distance they had to come and the heavy attendant expenses of such a long trip.

There is a vague and shadowy impression among the western trade—at least among those who happen to be a trifle cynically minded—that when attendance at a convention involves a long trip and larger expenses than usual the organization spirit of a good many of the eastern lads will begin to simmer away and that the convention attendance will therefore be small. It is up to the eastern fellows to give the lie to this statement by turning out in such force that they will shame the delegations from other sections into making specially vigorous efforts to get out their full strength.

The convention this year will be an important one. Plenty of business is going to be done—business that is worth while; and there will be information and suggestions there for the open minded that can't be got in any other way than by being at the convention. There will be entertainment in plenty to keep everybody from being bored, and we know for a certainty that those who never visited Omaha before will find out a good many interesting things they never knew before.

The Inner CIRCLE of the great Order of Office Appliances

¶ J. S. Duncan, president of the Addressograph Company of Chicago, was formerly one of the big millers at Sioux City, Iowa. He used to have to get out a large number of price lists to different concerns, and the time and drudgery used in rewriting the same names time after time led him to invent an addressing system which he developed into the Addressograph as it now stands. Mr. Duncan is a Mason of high degree, a club man and an enthusiastic motorist.

* * *

¶ E. J. Weis, one of the six brothers who compose the Weis Manufacturing Company, handles the selling department of the Weis business. E. J. is one of the best boosters for the National Association there is in the whole country. He is rotund and of medium stature, but big and broad and jolly. While he is a good mixer and loves a laugh and a joke as well as the next one, he never loses his eye for business.

* * *

¶ John T. Underwood, president of the Underwood Typewriter Company, is a native of England, although he is an American citzen. Mr. Underwood has a tremendous capacity for work. His principal hobby is his business and he is most interested in producing as good a typewriter as his factory can make. He is a liberal contributor to philanthropic institutions.

* * *

¶ L. Wessel, Jr., president of the American Loose Leaf Company of Chicago and president of the Chicago Loose Leaf Club, started out to be an advertising man about twenty years ago with the old firm of Rubel Brothers, printers and makers of loose leaf order books. He made good in the advertising end of the business, but he made so much better in the selling end that the Rubels insisted on his selling goods instead of writing advertising. Some years ago, Wessel started in business for himself in a little room not any bigger than his private office is now, and by a dint of labor which nearly wrecked his health, and remarkable perseverance he has built up a large and important loose leaf business.

* * *

¶ J. C. Hawkins, proprietor of the Clipless Paper Fastener Company and inventor of that machine, is the son of a lawyer and followed in his father's footsteps, hanging out his shingle at Newton, Iowa, when he was about twenty-one years old. After he invented the Clipless Paper Fastener and had it going a little while, he discovered that the paper fastener business was getting so much bigger than his legal practice that he had to give up one or the other. The law practice was limited to Newton and adjoining towns, while the sale of the Clipless fasteners was rapidly becoming world-wide. He still is proud of the fact that he is a lawyer and a good one at that, but the exigencies of business have forced him to become a manufacturer.

* * *

¶ M. Rothschild, of Chicago, the well-known typewriter ribbon manufacturer, is the owner of a nickel show. He put up a block of buildings on the West Side recently and thought, since five-cent shows were so popular, he'd just put in one. He did, and he is having more fun than a boy with a tin wagon. On "ladies' night" a short time ago he gave away four barrels of glass berry dishes to the feminine patrons as souvenirs. Mrs. Rothschild claims the profits of the nickel show as her own especial perquisite, but Maurice says there haven't been any profits yet.

* * *

¶ John Dornette, senior, of The J. Dornette & Brother Company, Cincinnati, Ohio, desk manufacturers, is interested in various public institutions. In fact, a hobby with him, outside of his business, is the German Deaconess Home and Hospital, of Cincinnati, of which he is vice-president and a member of the Board of Directors. Mr. Dornette has put a good deal of time and money into this institution. He is a stanch Presbyterian and has been for nearly fifty years a member of the First German Presbyterian Church of Cincinnati.

BRITISH OFFICE APPLIANCES NOTES

Special Correspondence to Office Appliances

London, March 23, 1912.

IT is difficult to take any kind of calm view of the industrial and commercial situation in this poor unfortunate United Kingdom at the present moment. Since March 1st every coal mine in the country has been shut down and the whole of the coal miners, numbering more than a million, have been out on strike. The 700,000 union members easily carried with them the non-unionists. The cessation of coal supplies has produced extending stagnation in every other industry. Mills, factories and works of all kinds have closed down in large numbers almost daily, and at the present moment there are nearly another million working men and women rendered compulsorily idle as a result of the fuel stoppage.

Futhermore, there has been an extensive dislocation of transport. Although the railway companies had considerable reserves of coal, they rapidly introduced economies into their services. Trains were cut off right and left on all the systems, and the freight trains were particularly affected. Some railway corporations have refused altogether to touch certain kinds of freight, keeping what trains they are running for the more profitable transport of immediate industrial necessities. Shipping is also upset even to the extent of interfering with the usual dispatch of the trans-Atlantic mail steamers. The loss to the railway companies in receipts as compared with corresponding weeks of last year is well over two million dollars a week. Unless a speedy end can be seen to the trouble, something very like national disaster will impinge upon us.

The Government at the present time is trying to hurry through a bill to produce peace and give miners the guaranteed minimum daily wage which they are working for. This piece of panic legislation is expected to become law by March 23 and looks like satisfying neither masters nor men. On the top of this the railway workers, who are organized very strongly, are alleged to be laying their plans for a greater national strike this summer than they pulled off last year.

The conditions of stagnation and uncertainty which are resulting naturallly do not conduce to active business in any department, but still it is good to be able to report that the typewriter and office appliance business in this country keeps its end up well. The dislocations in the train services have, of course, considerably interfered with the movements of travelers and touring officials in the business, but the underlying prosperity of things, imperiled though it is by these great industrial troubles, provides ground for any amount of cheerfulness with regard to prospects. The coal strike cannot last forever, and the more widespread the disturbance the shorter its life.

Mr. E. Spencer Harrison, director general of the Smith Premier, is up to his eyes in business and starts about March 23d for a long trip to the different Smith Premier officers and dealers in Europe. This trip will comprise visits to Moscow and St. Petersburg in Russia, Helsingfors in Finland, Stockholm, Gothenburg and Christiania in the Scandinavian peninsula, Copenhagen in Denmark, and Berlin, Vienna, Budapesth, Milan, Genoa, Barcelona, Zurich, Paris, Brussels and the Hague. This will take him up till the middle of May and Mr. Spencer Harrison will have a fine story to tell when he comes back from that round. M. Pajot, who for many years has been Smith Premier manager in Paris, has resigned the position to take up the general managership of the largest safe manufacturing company in France. The Smith Premier company was extremely sorry to lose him. He was held in the greatest esteem by the firm, and was very much loved and respected by all his employes. When he left, the staff presented him with a handsome piece of bronze as a mark of their esteem. His place has been taken by M. Réné Kahn, who was the manager for Paris. Mr. Clark S. Sammis, the London manager, has recently been away for two months in India making arrangements for the extension of the Smith Premier typewriter business in that country. He was expected back on March 22d. Mr. A. W. Bates, assistant manager of the foreign department, has just returned from a trip to Cairo. General trade in Egypt is very bad, owing to the financial crisis through which the country has been passing; but the Smith Premier Typewriter Company's business there has shown a considerable increase over anything that has been done in the past. Business for the Smith Premier people on the Continent is very good, and without exception the London head office reports that every one of the officers and dealers throughout the Continent did record business in January and February, March looking like following suit. The Smith Premier here, of course, begins to find, with the other typewriting companies, on account of the trouble occasioned by the coal strike, a great difficulty in getting machines from the head office to the branches and in supplying these goods to customers who are willing to purchase.

The Yost tells a story of good business, and the leading medical journal here—"The Lancet"—accords special notice to the Yost constructed specially for the use of the busy medical man, and equipped with the medical signs necessary for the writing of prescriptions and reports, records of diagnoses, etc., An important Yost staff change is made in the transfer of J. A. Winder, the company's manager in Scotland, to an important post at the London headquarters. He is to be succeeded in Scotland by Mr. Browning, who has for many years been associated with him as traveler and assistant manager. A special sendoff was given to Mr. Winder at the Grand Hotel, Glasgow, on February 26th and a valuable presentation made. The occasion was seized to point the remarkable growth of the Yost business in Scotland from the days when a small office was opened in St. Vincent street up to the present time, when the company has one of the finest offices in Scotland. Four gold medals were awarded the Yost typewriter at exhibitions recently held in St. Petersburg, Odessa, Rowtow, and Swatopol. The Yost typewriter has also been awarded a diploma of honor for the Imperial type at the Hygiene Exhibition, Dresden. Incidentally, I hear that in France and Italy hardly a Yost machine is sold without the new automatic shift, which has made a big appeal to continental buyers. The Yost typewriter has been used for a long time at the Vatican, Rome, by the Pope's secretary, Cardinal Merry del Val. Two more machines were ordered recently.

London Manager Yancey of the L. C. Smith finds that the advent of the new model 5 machine has increased business to such an extent that he has found himself unable to get sufficient machines to fill orders. January has created a record for L. C. Smith business in this country both in London and the provinces amounting to exactly double to a machine the business done in January last year. New branches are being opened in Bristol, Cardiff and Dublin.

The Royal also reports exceedingly good business in January, the new model No. 5 also helping greatly. London Manager Rose points out that along with the new model there have also been exceedingly good sales of previous models, and he attributes the fact that business in January and February has shown such a great advance to the success which the company has met with in handling two machines at different prices, thus allowing customers an attractive choice.

Bar-Lock sales are also well up and much good publicity has been secured out of the news that King George V. was accompanied

on his tour to India by four Bar-Lock typewriters. These four machines, despite their long travel and constant use on sea and land, have worked perfectly. They were knocked about in a big gale in the Bay of Biscay, traveled some thousands of miles by rail and some hundreds of miles by bullock wagon in India.

Blickensderfer business joins in the general note of optimism tempered by the coal strike. Introduced here in 1895, Blick business has steadily grown. The recent Blick conference at the Waldorf Hotel was a remarkable scene of enthusiasm.

United Kingdom Manager Robb of the Elliot Fisher, appointed to that post at the beginning of this year, has recently returned from a trip to the Continent, visiting the Elliot Fisher agencies in Paris, Berlin and Frankfurt. He found everything in a very flourishing condition. A newcomer on this side is the Bennett typewriter, made in the Elliot Fisher factory. This is making its way as an attractive, portable and inexpensive machine, being listed here at twenty-one dollars.

The Empire typewriter has opened its new premises, transferring to them the counting house and the testing room. The show room has been doubled in size and redecorated and ample space thus secured for demonstration and sales.

J. E. MacLachlan, manager of the advertising and printing department of the Oliver, writes us a note to the effect that his company is well satisfied with the volume of business that is coming their way, notwithstanding the interruption of trade at home consequent upon the coal strike.

Managing Director Paul Impey, of Morland & Impey, reports further large orders for Kalamazoo binders, including one for 440 best quality binders for the British War Office. Another secured by the company's Cape agent, the South African Yost Company, is from the Union Government at Capetown for 175 binders, mostly large sizes. The company's general business shows a good increase over the corresponding months of last year.

The Writerpress department has now been absorbed in the general business of Kenrick & Jefferson. Director Edward Jefferson reports the holding of a successful private business show, including the Writerpress, at the Grand Hotel, Middlesboro, in February. This ran for a week and a lot of business resulted. The company's new branch at Cardiff is now in full swing under the management of Mr. Ambrose H. Tapper, formerly chief salesman at the London office. The building consists of three floors and a spacious basement, and the whole of the growing South Wales business is being conducted from that center. This company issues an interesting little house organ under the title of the "Multigraph News."

Gammeter Multigraph operations over here are rapidly extending. A recent move on the part of Manager L. A. Smith has been to engage Charles F. Higham, a very efficient advertising man on this side, to write form letters for Gammeter customers free of charge.

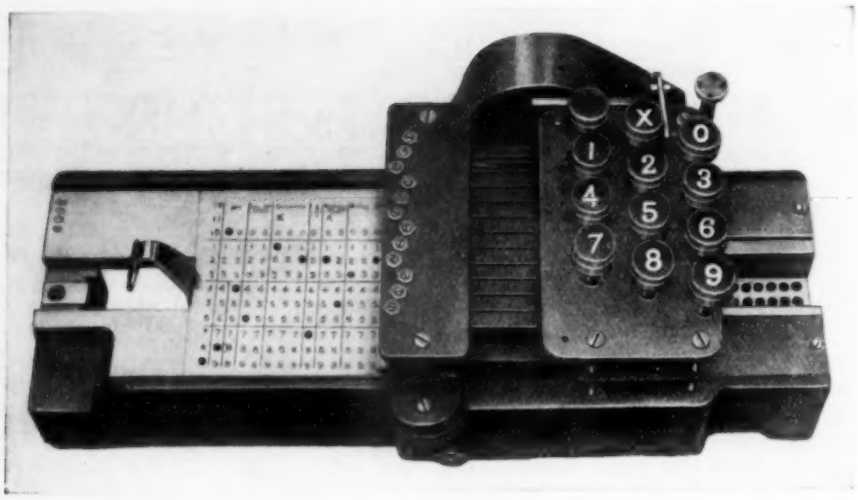
Roneo, Ltd., has come to an arrangement with the Art Metal Construction Company of America, who will join with it in the manufacture of steel furniture and fittings in England. For several years past Roneo has acted as selling agent for the Art Metal Construction Company, manufacturer of steel filing cabinets, desks, book shelving, doors and partitions. The cost of production is cheaper in this country than in America, in addition to which a large sum, which up to now has been spent in freight, will be saved. A considerable amount of money has been spent by Roneo during the period of the agency upon the department of the steel metal fittings alluded to; as a result, about 1,000 contracts have been obtained in London alone, including some of the leading banks and insurance companies, in addition to which, I am informed that Roneo has at the present time a number of important contracts in hand for steel outfitting and erections in France, India and Japan, as well as, of course, in this country. It is confidently anticipated by the directors that the new arrangement, whereby they are associated with a company whose manufacturing experience on a large scale extends to upwards of a quarter of a century in America, will result in considerable benefit to Roneo. Some very effective advertising has been put out by the Roneo people. On March 14th, for example, a whole page was taken in a London financial daily paper with seven columns of matter carrying eleven illustrations. This was boosting up the art metal construction department and sang loudly the praise of steel office furniture.

Mr. Thomas Dixon, who, amongst other things, sells the Dictaphone over here, was the object of a complimentary dinner and presentation on February 21st in London. J. V. A. Shields, of the Columbia Phonograph Company, occupied the chair and 115 important business men were present. Mr. Dixon was given a handsome gold medal. He is a great believer in scientific salesmanship and issues "Dixon's Monthly" to boom advanced business knowledge.

The Edison dictating machine is making more show now in the advertising columns of the daily papers in this country, its favorite striking line being that it is an investment, not an expense. With the advertisement goes the familiar signature in facsimile of Thomas A. Edison. A good demand for the machine is reported.

A later note from Mr. Rose of the Royal contains some further interesting little notes regarding that company movements here. Mr. A. P. Brooks has now returned to this side after a few weeks spent in New York with the Royal Typewriter Company. During this time Mr. Brooks had the honor of being elected a director of the company. He reports Royal business as booming, and with the additions which are now being completed to the factory, the output of Royals will be nearly doubled. Mr. H. East, who was the first to join the Royal "Machine-a-day" Club on this side, has now been promoted to the position of London sales manager. A branch office has recently been opened at Belfast, and Mr. G. F. Despard, who is well known in the typewriter trade in the north of Ireland, has been appointed manager and has been successful in obtaining some very satisfactory business. There has also been opened a branch in Edinburgh, with Mr. W. P. Lambert as local manager.

The 1912 business show is to be held this year in the Agricultural Hall, North London, which is regarded as being more easy of access to the financial and business district than Olympia, was. It will run from May 30th to June 8th and a large number of office appliance and typewriting firms have already booked space. It will be one year and seven months since the last business exhibition was held in London. The championship shorthand and typewriting contests will be repeated, as also will the team typewriting contest, the junior shorthand and typewriting contest, the secretarial contest, and the advertisement writing, commercial correspondence, and hardwriting competitions. The typewriting championship contest will consist of typing for twenty minutes each from printed matter and individual dictation. The copying contest from lithographed manuscript will this time be omitted. The teams' typewriting contest will run for forty minutes, each of the four operators in a team typing ten minutes. It will be remembered that the shorthand and typewriting championship meetings at Olympia were left in a very interesting position last October twelve months. The championship cups have to be won three times in succession before they can become the personal property of the winners. In the case of the shorthand championship the cup was won twice in succession by Sidney H. Godfrey, and then twice in succession by Mr. R. J. Garwood. A similar result attended the typewriting championship, which, it will be remembered, after being won twice in succession by Miss Violet Smallhorn, was then won twice in succession by Mr. Emil A. Trefzger, the American professional typist. Neither championship has, therefore, yet won a third time as required by the condition as to personal ownership of the cup, and each is open to that result this year.



HOLLERITH HAND PUNCH.

AN OFFICE "THINKING MACHINE."

Mechanism Which Produces Startling Results in Office Work.

OFFICE APPLIANCES shows herewith some cuts illustrating the Hollerith tabulating machines made by the Tabulating Machine Company of Washington and New York.

The Hollerith machines are designed for compiling statistics of every kind and are especially valuable when utilized in connection with cost accounting. The machines are really a system because there are practically two tabulating machines and a card punching machine which are utilized to secure the finished result. The card punching machine is the first device used in the system. This is operated by hand. The cards go next to the card sorting machine, which is operated by electricity and which automatically sorts the cards according to the desired classifications. The third machine is the tabulating machine proper, which is also electrically operated and which tabulates the information indicated by the punch marks on the cards. In some cases, it is stated, a gang punch is utilized in connection with the individual hand card punches.

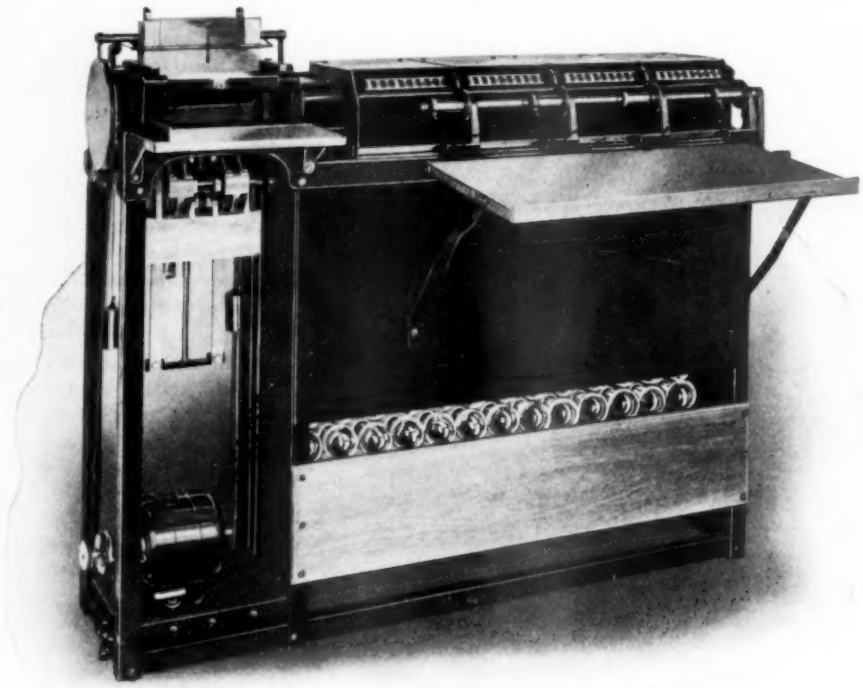
The cards used in connection with the Hollerith system are similar to regular card index cards but a little larger than the standard size generally used. Upon these cards are printed what are technically known as "fields," each field representing a department, class, portion or burden, order number, man number, piece, in fact any desired classification according to the needs of the business to which the machines are applied. The fields consist of vertical lines of varying distances apart in which appear numerals from nought to nine. Some fields contain but one perpendicular row of numerals, while others have two, three or more, according to the requirements or range of numbers to be handled in each field.

The card to be punched is placed in the key punch, a simple device used on desk or table and holes are punched in the card by the operator who strikes the keys which resemble the keys of an adding machine. Data appearing upon order blanks, time cards or any forms can be transferred to these cards when properly designed or laid out in fields to contain the data required by means of this punching process which produces small round holes, removing the numerals represented thereon thus forming a combination of amounts or numbers which are suitable for tabulating purposes.

The Tabulating Machine Company has recently issued a circular which is reprinted from another well-known publication giving the following illustrations which make clear the work of the machines. For instance, a card can be made up with "fields" representing months, dates, workman's or salesman's number, department order number, amounts, sales cost, shipping route, territory, etc. As the card passes through the punching machine from field to field, the holes punched have a numerical value which represent one of the classifications above named. Beginning at the left of the card, the first field numbered from one to twelve, inclusive, indicates the month; the second field the day of the month, and the other fields indicated by printed words at the top, provide for other data required. After any quantity of cards are punched, they are ready for the succeeding operation, the sorting by the card sorting machine.

A group of punched cards is placed in the holder at the top of the sorting machine without any regard to order whatever and they issue therefrom, properly sorted into any arrangement previously determined upon. This is done through the medium of a very ingenious mechanism by which the cards are sorted and dropped into proper pockets according to the punched holes which appear in them. The sorting machine handles cards at the rate of twelve thousand per hour for each column sorted.

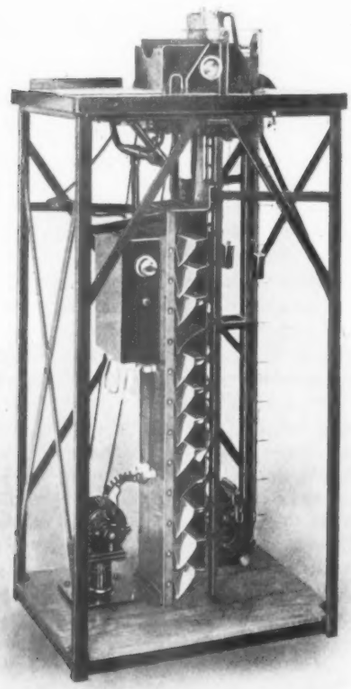
After the sorting into groups and having been passed through the tabulating machine, the cards can be returned to the sorting machine. Ordinarily the punched cards go through several sortings according to the various fields represented upon them. By way of illustration, it is assumed that cards representing several months are placed in the sorting machine and sorted according to months and the totals or net results secured. Then again they are sorted by days, the first sorting representing twelve subdivisions and the second representing thirty-one subdivisions. The cards may then be sorted again according to departments and following this by territories, salesmen, etc., and the operation may be repeated until all the fields upon the cards have been taken care of and suitable tabulations made for every department, after which the cards are tabulated by the tabulating machine, the final totals of the vari-



HOLLERITH ELECTRIC TABULATOR.

ous sortings providing an automatic check.

The Hollerith machines are also used for analyzing expense items, particularly those which refer to purchases from outside, and this is easily accomplished by having cards of various colors to represent the various classes of statistics regarding which data are required for the production of cost analysis or distribution. The card sorting machine is driven by a motor at the base.



HOLLERITH CARD SORTING MACHINE.

The tabulating machine is not complicated, although it is a remarkable piece of mechanism operated on the electro-magnetic principle. It is built with counters to meet the desired requirements—the machine shown in the illustration being equipped with four counters. After the sorting operation, the cards are placed in the magazine of the tabulating machine and as they pass through one by one, a battery of needles controlled by spring tension pass through the holes which are punched through the cards and the electric contact thus secured operates the counting mechanism. The four counters permit operating four independent sets of data at the same time.

While the cards are passing through the machine, the operator or checker secures the total from the dials and makes his record upon the forms provided for the purpose.

The main features in connection with the use of these machines are reduction of expense in connection with cost accounting, saving of time required to prepare statements and the distribution or analysis in greater detail in less time and at less expense. The uses and applications of the Hollerith machines are so varied that it would be necessary to say a great deal fully to describe their possibilities. However, any desired data can be obtained from the Hollerith Tabulating Machine Company, who will be happy to give any information that any one interested may wish to have regarding the machines. Those writing to the company should address the Tabulating Machine Company, 1054 Thirty-first street, N. W., Washington, D. C.

NEW HEARING TUBE SUPPORT.

A brand new feature of the Edison Dictating Machine is a support for the improved aluminum hearing tube. This, while not so much of an invention perhaps, is without question a great convenience, and as such will be appreciated by transcribers, for whose exclusive comfort it has been designed. The new device removes whatever "drag" there may have been heretofore upon the transcriber's ears. It will go far toward insuring the popularity of the improved metal hearing tube design which, it is said, possesses features that have recommended it to instantaneous popularity.

The new hearing tube support, as the accompanying illustration shows, consists of a supporting arm of brass (attached in a bracket in the machine), which acts as a sound conveyor and takes the place of the same length of rubber tube. It carries twelve inches of rubber tube at the machine end where it connects with the sound modifier and reproducer, and at the end toward the transcriber, eighteen inches of tube which connects the arm with the hearing tube.

An ingenious litttle spring support extending from the supporting arm into the rubber tube at the transcriber's end prevents the tube from closing, even slightly, and thus insures an unobstructed passage for reproduction at all times.

The new device will be appreciated by transcribers not alone because it removes practically the entire weight of the tube from the ears, but for its convenience in other directions.

The support permits the tubes to be dropped from the ears and to hang within easy reach, where they can be taken up again with no trouble; or it can be pushed up as shown in the dotted lines of the illustration and out of the way until wanted, obviating entirely the possibility of breaking the aluminum tubes.

The support, following the idea of universality which obtains in every improvement to the Edison machine, can be applied to machines now in use. Any regular hearing tube can be divided into the lengths mentioned (18 and 12 inches) and attached to the support.

It will hereafter be supplied, at no additional cost, with transcribing outfits where regular hearing tubes are ordered.

Those interested should write to Thomas A. Edison, Inc., Orange, N. J.

NEW TELEPHONE CONVENIENCE.

The Goodline Manufacturing Company of Kent, Ohio, has placed on the market a telephone appliance which easily embodies great compactness and convenience with operation. This appliance is made in two styles, style "s" and style "a." The former is so built as to be attached directly

to the desk or wall, enabling the user to pick up or lay down his telephone as easily and quickly as if a table were in front of one.

One characteristic of the Goodline telephone shelf is that the phone is held securely and yet it may be quickly taken from the shelf and put back again without any manipulation other than taking hold of the instrument. Two grooved rods fit on either side of the upright, holding the telephone, which when the base is slid in is firmly held by the spring safety devices. The telephone cannot be knocked off the shelf, which takes up a very little room, extending out from the wall only seven inches. It is strongly made of cold rolled steel and will last indefinitely.

Style "a" of the Goodline telephone shelf is shown in the accompanying cut. It may be attached to the desk or wall and is fitted with a joint arm and swings on a swivel device which enables the user to turn the instrument in any position desired.

Anyone who may be interested in this telephone shelf should send an inquiry to the company at the address given above. On another page is an advertisement of the Goodline Manufacturing Company which illustrates both styles of the telephone self described in the foregoing paragraphs.

LOTS OF PROTECTOGRAPHS.

February, with only 23 working days, was a great month for the Protectograph sales force, and they worked so valiantly that the month ended with 2,426 Protectographs sold and shipped to customers.

For March, a lot of imported panama hats and cravenette coats have been hung up as prizes for a four-weeks' contest, and the organization is rooting for 3,000 sales.

POINTS ON OLIVER DEVELOPMENT

Interesting Facts About A Familiar Machine.

THE Oliver Typewriter Company continues to send out to the trade its very interesting catalogue descriptive of its No. 5 machine which possesses features which make it admittedly a superior article in point of versatility and durability. A Model No. 5 Oliver equipped with the new Printype characters is a strong selling proposition in the hands of salesmen, and the extraordinarily efficient Oliver selling organization has not been slow to master every turn and angle in the proposition, with the result that the sales for 1911 were the largest and the most satisfactory in the history of the company.

While the Oliver is one of the youngest of the honorable galaxy of successful machines, the tremendous energy of its organization throughout the world and the original and useful features embodied in the design and construction of the machine itself have placed it among the leaders in the typewriter world.

To the legions of Oliver agents and salesmen and to the many thousands of Oliver users this catalogue cannot fail to be interesting. The frontispiece of the catalogue is a picture in colors of Oliver No. 5. The text following the title page starts out with "Reflection and Prediction," the retrospective part of it dealing with a brief history of the Oliver from the inception of the machine in 1896. The first models were, in the light of later achievements, rather crude, but they established the practicability of the down stroke and the U-shaped type bar, the desirabilty of visible writing, and demonstrated that the new construction possessed certain advantages. The Oliver was found to be a good machine for manifolding work as well as for other work, its construction providing for abundant speed and ease of operation with durability and simplicity of construction.

The development of the Oliver has been along the line of the refinement of parts and the addition of details. The first completed model sketched in broad lines the principles which have made the machine successful. Subsequent developments have added useful features as their desirability became apparent with the increasing demands made upon the typewriter. Metals were studied and are being studied every day to secure the best that can be produced in service-giving quality; the relations of different metals and alloys were studied and determined when used as bearing surfaces; all parts were rigidly tested and improved; nevertheless the Oliver of to-day, while vastly superior to its original predecessor, follows the same general lines and possesses but in a more pronounced degree those characteristics of utilty which were in the mind of the inventor, plus the many added features and refinements which experience has demonstrated to be of value. These refinements, of course, include the tabulating device, removable carriage whereby a wide carriage may be substituted for accounting work, back spacer, vertical and horizontal ruling device, the disappearing indicator which indicates the exact printing point and never fails to get nimbly out of the way before the type strikes, the automatic paper register, improved balance-shifting mechanism, improved paper fingers, paper feed and last but not least, the Printype type face, which is becoming increasingly popular among Oliver users the world over.

RESOLVE!

Resolve!

What?

To do a man's work with a man's resolve, in the new year just beginning.

Resolve! To do just a little more than expected, rather than just enough.

Resolve! To be a task-doer rather than a task-shirker

Resolve! To put bone and blood and sinew into work rather than intentions only.

Resolve! To study one's self for weaknesses in order to trample upon and overcome them, rather than study others' selves in order to criticize or envy.

Resolve! To build up one's self in a solid structure of durable qualities on a foundation of real manhood.

Resolve! To cement the best of all one's characteristics with the binder of perfect honor and honesty, decorated with real self-respect and not egoism.

Resolve! To be a real man. And, finally—

Resolve! To help others, to force others, to emulate the things worth while, that they too may reach the goal, winners all, worthy brothers in manly success.

—From the Oliver Bulletin, January, 1912.

The new catalogue is richly illustrated with interesting pictures of the machine and its individual parts, groups of sales managers, interior views of the different principal Oliver branch offices, and a very interesting double page of illustrations showing the private offices and departments at the main office of the Oliver Typewriter Company in Chicago. Mention of the striking factory picture should not be omitted. This cut occupies the width of two pages in the center of the booklet, and gives the reader an excellent idea of the extent to which the Oliver factory has grown during the fifteen or sixteen years of its development. The factory is at Woodstock, Ill., fifty miles from Chicago on the Wisconsin division of the Chicago & Northwestern railroad, where it forms the largest single industry in that thriving town and more than this, constitutes the largest plant for the exclusive manufacture of office machines west of the Allegheny mountains.

The policy of the Oliver Typewriter Company is as forceful as it is original. The company has in a remarkable degree won and held the loyalty of all its employes. It is managed with a degree of ability that approaches genius and it has accomplished, during the time since the factory was first started at Woodstock, a most remarkable work. The executive heads of the company have been peculiarly discerning in their selection of men in all departments of the business and every Oliver man from the president down is an ardent, conscientious worker.

There is a full staff of officers and managers who are men fitted by ability and training for their respective positions and who co-operate with the general manager and the assistant general manager in carrying out those large plans which have been so successful in making the Oliver one of the leading factors in the typewriter world.

The idea of those behind the Oliver typewriter is to get as close as possible to the public, to sell machines in a way which will meet the approval of the public and wherever possible to reach the average man with the gospel of the typewriter, for it is the average man after all who makes big business.

Salmagundi—

Fierlein Once With Circus.

A. L. Fierlein, president of the Annual Business Show Company, when a boy once had an experience as an employe of John Robinson's circus. This is not generally known, but it is so, nevertheless. Of course, most boys, in fact, all boys who ever saw a circus want to join it and become trapeze performers and daring equestrians, strong men, etc., etc. But Fierlein put his desire into practice, thus early showing an executive capacity for carrying out his ideas. The lure of the sawdust ring and spangled tights nipped him one time when he was about fourteen or fifteen years old and he said good-by to his home in Cincinnati and by much persuasion and diligence he secured a place with the big circus. He got as far as Texas when one day, practicing as a bare-back rider, the whip lash of the ring-master curled around his leg by mistake and right there Al. lost his enthusiasm and gained a jolt from the entanglement of the whip. He took the next train back to Cincinnati from Texas. This happened to be a freight train loaded with loose cotton, but it was very comfortable and not especially expensive.

On his way back he fell in with a peddler who was selling plated gold rings for $1.50 each on terms of twenty-five cents down and the balance to be called for later. The rings were worth about five cents apiece; naturally, the peddler never called for the remaining $1.25. Fierlein stayed with this proposition for about a day and a half until he got a line on the real situation then he threw up the job and went back home. Just the same, he thinks a good deal of his Texas experience, for, with all its embarrassments, it supplied a lot of interesting and laughable recollections.

A Bit of Sentiment.

Old Don, a famous foxhound owned by Monroe C. Smith, vice president and secretary of the L. C. Smith & Bros. Typewriter Company, is dead.

Don was stricken three miles from the camp. He was carried in by hunters and placed before the open fireplace, where he passed away.

Several years ago, when he was in poor health and went to the camp to recuperate, Mr. Smith bought Old Don. While on his sick bed he heard the sound of a dog on the trail. Later he traced the dog to its owner and bought him. Mrs. Smith attributes his cure to his rambles through the woods with Don. The dog now rests under a tree near the camp.

A prominent gun manufacturer of Ithaca who had hunted many times with Don sent the following poem to Mr. Smith:

Don.

Hold on, Partner, take your hat off,
Set your gun against that tree,
Yonder lies my good Old Don dog;
A better hound you'll never see.
I have run gray fox in Dixie,
And the red ones up in Maine,
Trailed the grizzlies in the Rockies,
Caught the possum in the cane,
Rode to packs in Merry England,
Hunted jacks out on the plain,
But as good a dog as Don was
I shall never own again.
Dogs aren't human, I'll admit it,
But they're truer than your wife,
Kick and cuff them—even starve them,
Yet they'll stick to you through life.
What about Don? Well, I'll tell you:
I was broke and sick and blue
When I first heard Don a-running,
With his voice so sweet and true.
I'd been thumped by all the doctors,
Taken dope and pills galore,
Then they sent me to the North Woods,
Said I had a few months more.
Nothing up there seemed to help me—
I was feeling pretty sore.
Fifty hard-earned "plunks" Don cost me,
Yet his music sweet and clear
Bro't me back to health and fortune,
So at fifty was he dear?
Yes, I sure am good for eighty,
But I never can deny
That my tramps and hunts with "Old Don"
Stopped the church choir singing "Sweet By and By."
See that log camp over yonder?
That's my home when I'm up here.
That's where Don lived, fed and cared for,
'Twas his home for many a year.
Partner, I'm a little lonely,
And I've shed a tear or two.
If you'd lost a pal like "Old Don"
Tell me, Partner, wouldn't you?

Vale the Mason Jar.

For lo, these several years upon the editor's desk has reposed an old Mason jar which has exhaled at different times the aroma of the fragrant Havanas, the seductive stogie and the uncertain cob; and out of its depths has come delight for some several hundreds of the friends of Office Appliances. The editor, being a Hoosier and a countryman, has kept this old Mason jar as a sort of a link with the past—a reminder of the time when he used to thaw out the pump with a teakettle full of hot water on winter mornings and when he used to be particularly proud of having filled the old woodbox behind the kitchen stove to overflowing. In fact, the old Mason jar, once the home of the pickle and the preserve, but since elevated to a place of honor on the editorial desk, is as dear to his heart as the old oaken bucket.

The other day, however, somebody came into the sanctum and left upon the editorial desk a handsome glass jar with a patent top filled with a well known moistening compound. This handsome glass jar is intended to contain cigars. It will keep them perhaps in better condition than the old Mason jar. We heartily thank the giver and we are mighty proud of the gift, which will be shown to everybody who comes in, but the editor is not going to discard the old Mason jar. He will still cling to it, for although it is not handsome, its years of honorable service and its associations cannot be overlooked.

While we cannot give the address of the gentleman who was so kind as to present us with the new glass jar, we can assure our readers that it is a most satisfactory retainer that will keep cigars to a perfect temper, and if any one is interested in getting one of the same kind, we will take pleasure in finding out the name of the manufacturers and such other information as may be necessary.

Pacific Coast Hints at Possession of Coming Speed Champion.

It is rumored that L. & M. Alexander & Co., of San Francisco, Pacific Coast dealers for the L. C. Smith & Bros. Typewriter Company, have in training an unknown for the typewriter speed championship. They do say he is a hummer and the best "hope" in sight. His record is not available at the present time, and as yet he is known to his sponsors alone, who refer to him as "Our Boy." This is being kept a dark secret, only the readers of Office Appliances having been let in on it.

In the absence of the actual speed records of "Our Boy" we are doing our best to be calm and keep our bearings cool, at the same time extending to him a cordial welcome into championship ranks whenever he can make the class.

The credit for writing the first suggestion that the stationers should handle office furniture is claimed by Wash Rees of Cincinnati, who, in 1906, was responsible for the idea in a letter to the Furniture Journal. At that time Mr. Rees sought merely to create a market for the sale of more desks, and had not the faintest idea of the office supply people walking away with the entire desk trade. Mr. Rees says he remembers being disagreed with by a leading manufacturer's sales manager, who is now a most ardent supporter of the sale of office furniture by office appliance dealers.

"Decision of character outstrips even talent and genius in the race for success in life."

PROGRESSIVE INDIANA CONCERN.

The Office Outfitting Company of South Bend, Indiana, is one of the comers who have arrived with decision and success in the office appliance field and are doing business on a good, prosperous scale. The company is composed of the following gentlemen: L. B. Armstrong, president; M. T. Scott, vice president; D. S. Ellison, secretary and treasurer. The company handles the Monarch, Remington and Smith-Premier machines in the South Bend district and is agent for the Wales adding machine.

L. B. ARMSTRONG, PRESIDENT AND GENERAL MANAGER OF OFFICE OUTFITTING COMPANY.

and in addition to the foregoing it handles rebuilt typewriters and supplies, office furniture, in fact, everything for the office.

The president, L. B. Armstrong, is an experienced typewriter man. He came to South Bend in October, 1909, to sell the Monarch typewriter on a straight commission basis. This machine was then practically unknown in South Bend territory, having never been represented except through an occasional call by some Chicago salesman who had received an inquiry. In that same October when Mr. Armstrong took hold there were but three Monarchs sold in the district, but from that time forward business began to increase rapidly, and in February, 1912, the company of which Mr. Armstrong is the head sold fifty-one typewriters, the orders for which were not by any means so hard to get as the three orders he obtained during his novitiate in the field. Mr. Armstrong remembers with grim humor that the original capital in 1909 was $1.65, with some credit. Now, however, the company is opening what they claim to be the most complete office outfitting establishment in this part of the country.

The concern is capitalized at $50,000, over half of which is subscribed for and about 50 per cent paid in. It has no liabilities.

D. S. Ellison, the secretary and treasurer of the company, has just resigned the position of Deputy County Clerk. He is one of the most popular men who ever served in the courthouse at South Bend. Prior to the recent election he was supported in his candidacy by both the Republican and Democratic papers and went into office with a big vote to his credit. Mr. Ellison has been Deputy County Clerk for three years, having been advanced to the Chief Deputy's position in June, 1910. Prior to entering politics he was in the newspaper business, holding positions on papers in South Bend, Kalamazoo, Terre Haute and Anderson. To his efforts is due much of the excellent system now in use in the County Clerk's department. He caused the installation of loose leaf books used in county courts, which have proved a great saving both of time and money. By a new system he introduced, the court records, including orders of court and complete records of cases, are now kept strictly up to date. Formerly the records were not completed until after the end of the court term. Mr. Ellison is a son of Judge Alfred Ellison, formerly Judge of the Circuit Court at Anderson, Indiana.

Mr. Scott, vice president of the company, is not active in the concern, but has considerable financial interest. He is connected with the Anderson Banking Company of Anderson, Indiana. The photographs which are reproduced in connection with this article are of men who have been with the company for some time and have made good in their respective positions. The company is taking on several more men and its entire selling force now numbers fifteen. The new store was opened April 1st. The Office Outfitting Company believes in making their men specialists. They believe in small territories and concentration of effort to get the most business possible out of every given territory.

The company's typewriter business and typewriter supply department, which have been the main foundation of the whole concern, will be pushed more vigorously than ever. Two expert typewriter repair men have been retained and the new store at Main and Center streets is equipped with an up-to-date repair shop in a daylight base-

D. S. ELLISON, SECRETARY-TREASURER OFFICE OUTFITTING COMPANY.

ment. The Office Outfitting Company has a number of branches, as will be seen from the photographs of the several branch managers and others which appear herewith. It is a strong concern, backed by plenty of money and by men who have behind them both experience, knowledge of the business and personal popularity. It should and doubtless will achieve a large and growing measure of success.

"Necessity is the priceless spur."

Reading from left to right—P. I. Robbins, Manager Typewriter Department of the Office Outfitting Company; W. J. Stamp, Manager Elkhart Branch; Ralph McCampbell, Manager Gary Branch; L. E. Headey, Supply Salesman; Ray Vilare, Supply Department; A. S. Burroway.

AN UNUSUAL EXHIBIT.

For three days, beginning Tuesday, March 26th, and continuing until the evening of Thursday, March 28th, the Ketterlinus Lithographic Manufacturing Company of Philadelphia held an exhibit of its products at the Congress Hotel in Chicago, Rooms, 1712-14 and -18. Hundreds of samples of fine lithographic and typographic work were shown, consisting of window displays, show cards, hangers, post cards and novelties of various kinds. The exhibit was extremely interesting. Many famous advertising displays were shown and remarkable window cut-outs used by leading advertisers. Here were shown richly colored reproductions of pictures by well-known artists in the form of calendars and show cards, likewise posters, window cards and hangers used to advertise well-known American products. A prominent part of the exhibit was devoted to the original paintings in water color and oils from which many of the company's famous advertising productions were made. The productions of the Ketterlinus Lithographic Manufacturing Company are of a very high character.

Those in charge of the exhibit included C. H. Sudler, vice-president of the Ketterlinus Lithographic Manufacturing Company; E. D. Gibbs, salesmanager, and two or three of the company's salesmen. Chicagoans will remember Mr. Gibbs with interest. Until about three years ago he was a prominent figure in the advertising world here, where as a member of the advertising firm of Patterson & Gibbs he made a reputation for the originality and success of his ideas. As salesmanager for the Ketterlinus Lithographic Manufacturing Company Mr. Gibbs finds admirable scope for his abilities as an organizer and for his wide knowledge of the requirements of advertisers and of the possibilities of art as applied to publicity work.

Office Appliances acknowledges with thanks the receipt of a magnificent calendar from the Ketterlinus Lithographic Manufacturing Company. This calendar is about forty-two inches long and twenty-four inches wide over all, and contains a splendid reproduction in colors of a young woman in black holding a dog by a strap. The original is an oil painting by Frederique Vallet-Bisson. The flesh tints of the lady's face, neck and arms and the various tints of the foliage in the background are reproduced with remarkable fidelity and precision. The calendar is very beautiful and forms an unusually artistic ornament for the office or home.

"How many strong, even mighty, intellects, suffer the humiliation of seeing one-talented men, but with great power of decision, forging far ahead in the race of life, while they, with ponderous intellects and collossal abilities, flounder about, creating great expectations, only to disappoint, simply because they lack the power of resolving vigorously."

There is no Greater Delusion than that of Getting *Something for nothing*

YOU are paying fair *living* prices for a *good* standard line. Along comes someone with "just as good at half the price," the talk is "persuasive" and you "bite." What is the sequel? You soon realize it "stung," then back comes your orders to the maker of the *real* goods, but you have on hand a stock that you must give away to get rid of it.

How much has the *experiment* cost you? What is the moral and what the remedy?

You dealers must recognize that below certain prices *standard* goods cannot be made.

REMEMBER—The value of a *reliable* article, like gold, does *not* depreciate "one half" and *particularly* remember that we are the largest manufacturers of

STANDARD TYPEWRITER RIBBONS

and

CARBON PAPERS

in the world. Therefore,

We meet every condition. We fill every requirement.

MITTAG & VOLGER, Inc.

Sole Manufacturers for the Trade

Principal Office and Factory: PARK RIDGE, N. J., U S. A.

BRANCHES:

261 Broadway NEW YORK, N. Y. | 205 W. Monroe St., CHICAGO, ILL. | 7 and 8 Dyers Bldg., Holborn E. C. LONDON

AGENCIES: All Over the World

STATIONERS' BOARD OF TRADE HOLDS BANQUET.

The thirty-eighth annual banquet of the New York Stationers' Board of Trade, held at the Hotel Plaza in New York Tuesday evening, March 12, was a successful affair in every particular. President Henry C. Bainbridge presided as toastmaster and the invocation was pronounced by the Rev. Dr. Rudolph Grossman.

Among the invited guests present were the Rev. Dr. Stephen S. Wise of the Free Synagogue, Carnegie Hall; Commissioner Joseph Johnson of the Fire Department of New York, William H. McElroy of the New York Tribune, John Brewer, president of the New York Stationers' Association; Mortimer W. Byers, secretary of the National Association of Stationers and Manufacturers; H. H. Topakyan, Consul General of Persia; Simon Brentano and Charles T. Dillingham. Among those prominent in the stationery trade of other cities who were present were Fletcher B. Gibbs, president of the Chicago Stationers' Association, and Sam Mayer, manager of the Chicago office of the Joseph Dixon Crucible Company. Franklin Weston of Boston was also present, and a number of others from other cities.

During the dinner an excellent musical program was given by a Hungarian orchestra. The numbers included vocal selections and a little sketch by a mysterious hobo who insisted that he was well acquainted with President Bainbridge. Several attractive souvenirs were distributed, which included a new style of propelling pencil from the Tower Manufacturing & Novelty Company, and a case of sealing wax by the Thaddeus Davids Company.

Fred P. Seymour, advertising manager of the L. E. Waterman Company, was chairman of the banquet committee, and received warm praise for the success of the banquet. Other members of the committee included Arthur P. Jackson, Charles F. Kimpton and William O. Husten, all of whom worked hard to make the dinner a success, and deserve great credit. About two hundred stationers and others were present and enjoyed the affair to the full.

On the wall back of the speakers' table, just over the head of the toastmaster, was the following sentiment, which was the keynote of the banquet:

"We believe in the United States; we love her institutions; we rejoice in the abundance of her resources; we love her as our home; we have unbounded confidence in the ability and enterprise of her people; and cherish exalted ideas of her destiny among the nations of the world. We deplore muckraking and all other individual and associated methods of undermining the stability of our national finances and industry; we admire and approve of the rulings and actions of the authorities that insist upon sound foundations and honest business building."

The speeches included an interesting address by the Rev. Dr. Rudolph Grossman, pastor of one of the leading synagogues of New York. Dr. Grossman emphasized the importance of good fellowship and optimism and brought out the fact forcefully that all sincere seekers after truth are a unit.

William H. McElroy of the New York Tribune took the above sentiment of the Association as the text of his speech and left a very good impression in the minds of his hearers.

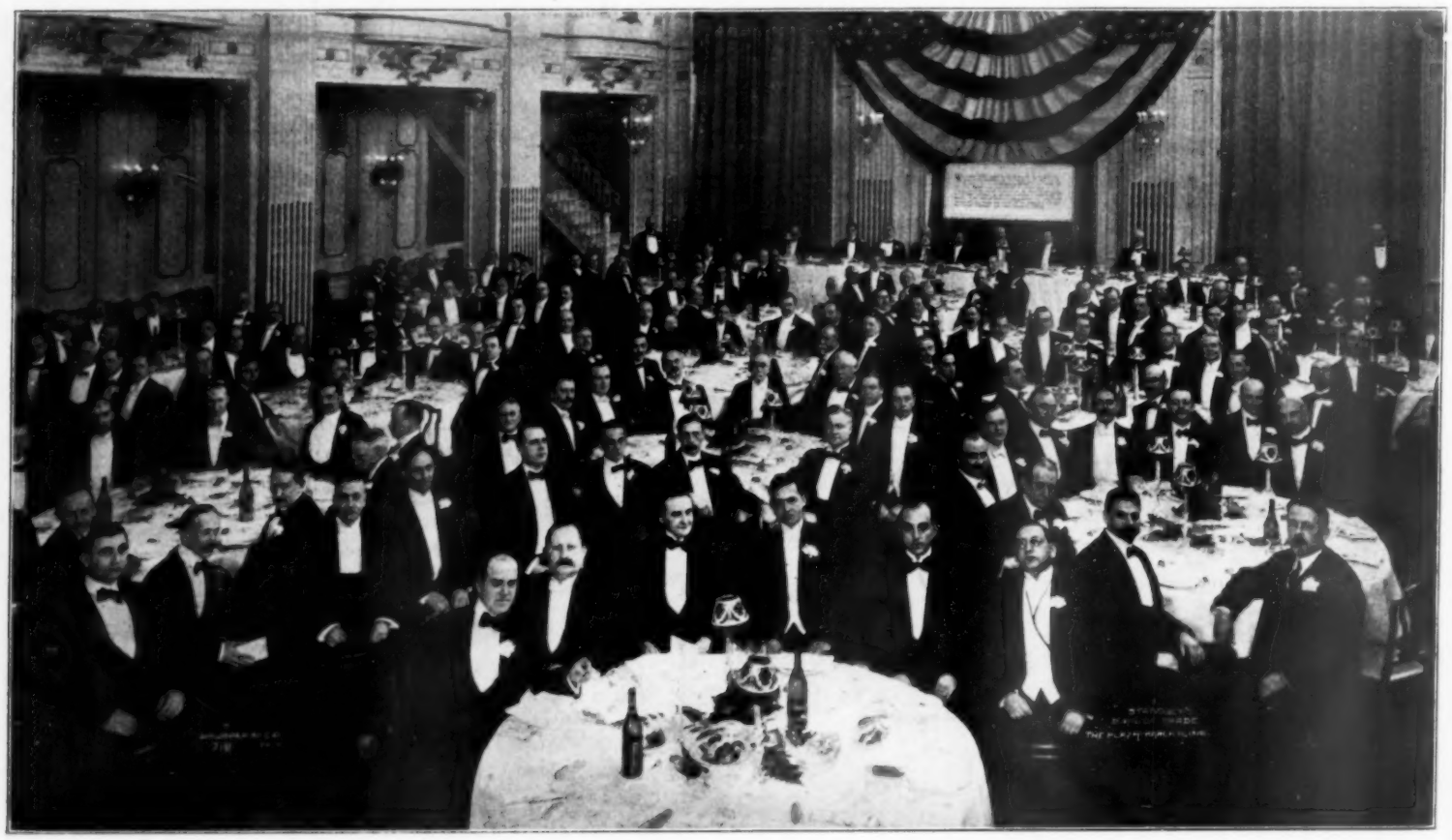
The Rev. Dr. Stephen S. Wise of the Free Synagogue gave a general talk on the "Ethics of Business," and likewise referred to the foregoing sentiment of the Board.

One of the most interesting speeches of the evening was that of Fire Commissioner Joseph Johnson, who told about the work of the New York Fire Department.

H. H. Topakyan, Consul General of Persia, read a most interesting address on Persian life, customs and affairs.

Secretary Mortimer W. Byers spoke forcefully upon the work of the National Association, emphasizing its desire to cooperate with the Board in furthering the interests of the entire trade.

Both W. Morgan Shuster, former treasurer-general of Persia, and Arthur Brisbane of the Evening Journal were unable to be present.



ANNUAL BANQUET, STATIONERS' BOARD OF TRADE, NEW YORK.

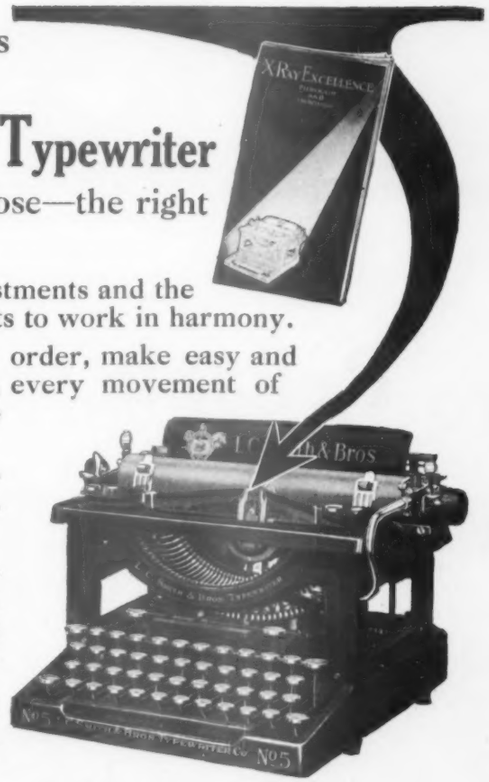
The New Model Five *A Worker*

Ball Bearing—Long Wearing

All the thought that enters into the making of the

L. C. Smith & Bros. Typewriter

is concentrated on one purpose—the right kind of typewriting.



This results only when close adjustments and the least possible friction allow all parts to work in harmony.

Tiny steel balls, unseen, always in order, make easy and accurate every stroke of the key, every movement of the carriage and every shift to capital letters.

A watch is not jewelled to better advantage or assembled with greater care and accuracy.

The new Model Five is *a worker*—as easy for the operator at the end of the day as at the beginning. Its many labor saving devices are in-built—not added.

Free book of Model Five, "X-Ray Excellence," gives full description of its advantages — reasons why you should examine this machine before making a choice.

Mail a postal for literature today.

L. C. SMITH & BROS. TYPEWRITER CO.

Head Office for Domestic and Foreign Business: SYRACUSE, N. Y., U. S. A.

Crown, Globe and Pioneer Brands

TYPEWRITER RIBBONS

Crown Brand ribbons are of the best and highest grade manufactured. Guaranteed non-filling, non-drying, of remarkable durability, and capable of clean, sharp work from beginning to end. Colors are brilliant and will not fade.

Globe Brand ribbons are second only to our Crown Brand in quality. A good ribbon at medium price.

Pioneer Brand ribbons are made from an excellent quality of domestic cloth. Best possible value for the money.

Crown Ribbon & Carbon Mfg. Co.,
ROCHESTER, N. Y.

Crown, Globe and Pioneer Brands

CARBON PAPER

Crown Brand carbons have a medium hard glossy surface coated evenly upon finest quality of tissue. Non-smutting, non-drying, giving clear, clean-cut impressions, excellent wearing qualities.

Globe Brand carbons have a hard, clean surface for extremely sharp impressions. Maximum quality in a hard finished carbon.

Pioneer Brand is a softer carbon and a free manifolder. It does not smut.

Write us today for our dealers' proposition.

Crown Ribbon & Carbon Mfg. Co.,
ROCHESTER, N. Y.

CARBON PAPER FACTS

Reliable

WE do not claim to make better ribbons than some of the other leading manufacturers, but nobody makes better than ours, of that we are certain.

When it comes to a question of organization we believe we have a right to say we stand first.

No errors in boxing, every ribbon on the right spool, prompt delivery, and ribbons always up to standard—we test every run on the particular machine for which it is made, and if not up to standard the whole run is rejected. It is either right or wrong, no squeezing through of nearly rights.

MANIFOLD SUPPLIES CO.

A. L. FOSTER, President O. G. DITMARS, Vice-Pres.

188 Third Avenue, BROOKLYN, N. Y., U. S. A.

DEATH OF NEWTON LULL.

One of the pioneer stationers of Chicago, Newton Lull, died on Wednesday, March 13th. Mr. Lull was Vice President of the Marshall-Jackson Company and had been connected with the present firm and its predecessors for twenty-four years. He was 64 years old at the time of his death. The funeral was held on the following Friday, being largely attended by the friends and business associates of the deceased. A beautiful floral offering was presented by the Chicago Stationers' Association.

Mr. Lull had been in poor health for some time. In previous years it had been his custom to spend the winter in California, but this year he was unable to go, owing to the precarious condition of his health. He was most highly respected by everyone who knew him and his loss is a distinct shock to a large circle of friends.

COMPANY ORGANIZED TO MAKE METAL FURNITURE.

The Metal Office Furniture Company was recently organized at Grand Rapids to make the Macey Inter filing cabinets in steel. The company is capitalized at $75,000 and will begin turning out goods as soon as its factory on its property on the west side of South Division street, Grand Rapids, has been completed. The factory will be built as soon as the preliminary arrangements can be made. The company will manufacture steel cabinets for the exclusive use of the Macey Company and they will be marked by the Macey Company as its own product. It will be equipped to install complete metal furnishings for trust companies and banks, but it is said that work of this nature will not be included in the Macey contract.

At the organization meeting $70,000 of the $75,000 capital was subscribed. The stockholders are P. M. Wege, A. W. Hompe, Henry Idema, Walter Idema, James Bayne, R. P. Teitsort, Cornelius Dosker, O. H. L. Wernicke, Fred W. Tobey, Henry Vinkemulder, Mr. Sykes of Marietta, Ohio, H. J. Bennett, E. K. Pritchett, C. S. Hester, Philip Travis and A. J. Brown.

The directors are A. W. Hompe, Henry Idema, Henry Vinkemulder, Philip Travis, Fred W. Tobey, P. M. Wege and O. H. L. Wernicke. The officers are: President, A. W. Hompe; vice president and general manager, P. M. Wege; treasurer, Henry Idema; assistant treasurer, Walter Idema.

It is the intention of the Macey Company, in placing the steel cabinets on the market, to give the purchasers a choice of having the inside filing devices and drawers of either wood or steel, the outer cabinet remaining the same in either case and being proof against the heat of any ordinary fire. This is a feature that has never been accomplished before and is covered by patents controlled by Mr. Tobey and the Macey Company.

"There shall be no Alps."—Napoleon.

BUSINESS SHOW AT DAYTON.

As Office Appliances goes to press a business show is on at Dayton, Ohio, in the former Rike-Kumler Company building at the southwest corner of Main and Fourth streets. This show began on April 11th and will close on April 13th. It is given under the auspices of the United Brethren Publishing House, one of the largest lithographing, engraving and printing concerns in that part of Ohio. The exposition is under the management of C. I. Wagner, the company's office appliances salesman, who has lined up twenty-five exhibitors, one in each of the different branches of the office appliances line, and has filled the entire space with interesting exhibits.

The general superintendency of the show is in the hands of Nellis R. Funk, superintendent of the mail order and store departments of the United Brethren Publishing House.

TYPEWRITER A CURIOSITY THERE.

The L. C. Smith & Bros. Typewriter Company have just sent out a clever and interesting little booklet giving the text of a letter received recently by them from Henry H. Gibson, editor of the Hardwood Record of Chicago.

Mr. Gibson recently visited the Great Smoky Mountains in Sevier county, Tennessee, taking along his L. C. Smith typewriter and grinding out copy during his leisure moments in camp. He also took along his secretary and a cook. These two young men he photographed, one working at the machine and the other in the full regalia of his culinary office. He states that this is the first time a typewriter has been taken into this unknown land of the United States and that the natives came from a distance of thirty miles to see this wonderful "Printing Machine."

SOUTHERN STATIONER IN CHICAGO.

W. C. Button, buyer for the Berryhill Company, stationers at Phoenix, Arizona, is visiting Chicago. He is stopping at the Brevoort hotel. His company is one of the finest book and stationery stores in the Southwest, and are always on the lookout for the newest things in the office line, including filing devices, stationery books, etc. During his stay Mr. Button will also buy the company's holiday line of novelties, toys, etc.

NEW CARD LEDGER DESK.

The Library Bureau of Chicago have gotten out a desk for the special manipulation of card ledgers. This desk has a capacity of 7,500 accounts, supplies a desk on which the bookkeeper can make the necessary notations on the cards, offers a convenient place for an adding machine and abundant room for the cards which are laid out before him in the proper order for easy handling. The cards set edgewise in usual order at one end of the desk which is built L shaped to afford room for the cards and a suitable writing surface.

CARBON PAPER FACTS

Why We Grow

WE MAKE GOODS THAT BRING REPEAT ORDERS.

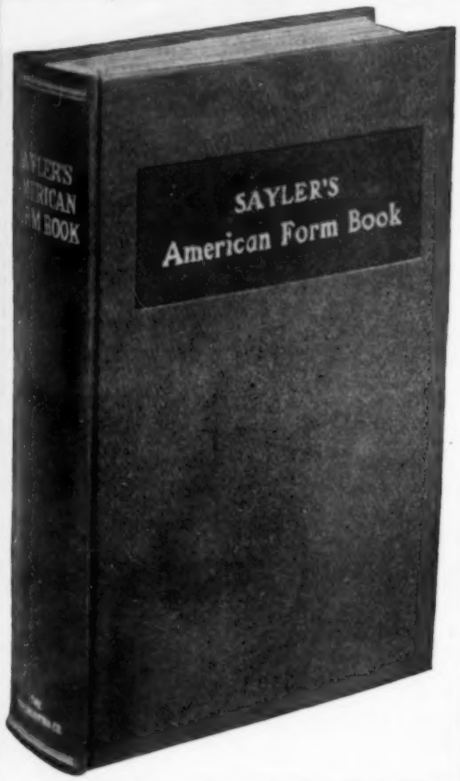
WE SO TREAT OUR CUSTOMERS THAT THEY ARE GLAD TO SEND US THOSE REPEAT ORDERS.

MANIFOLD SUPPLIES CO.

The Largest Manufacturers of Carbon Paper in the World.

A. L. FOSTER, President O. G. DITMARS, Vice-Pres.

188 Third Avenue, BROOKLYN, N. Y., U. S. A.



An Aid to Busy Business Men

¶ Every live business man today is trying to widen his scope of knowledge. Efficiency is simply a matter of applying accumulated knowledge to practical ends. The indispensable man is the man who knows what to do in critical moments.

¶ Sayler's American Book Form is invaluable to such a man. Contains over one thousand correct legal forms for use in each state and territory in practically all business and professional transactions.

¶ This book was prepared by that eminent Judge of the Common Pleas Court at Cincinnati, John R. Sayler, and edited by a brilliant lawyer of the Cincinnati bar, Milton Sayler.

¶ The cross-index places every subject before you instantaneously. Contains contracts, leases, bonds, assignments, partnership agreements, bills of sale, auctions, patents, mortgages, wills, mechanics' liens, bills of exchange, deeds, promissory notes, power of attorney, chattel mortgages and hundreds of other business legal forms.

¶ The book is comprehensive, clear, accurate and absolutely reliable. Price, only $3.50. Order today and add this volume to your efficiency equipment.

The W. H. Anderson Co.
524 Main St., Cincinnati, O.

JOHNSON CHAIRS

Made in up-to-date styles of oak, mahogany, white maple, birch and circassian walnut, veneered.

Visit our permanent show rooms on the fourth floor of the

Karpen Building
900 to 910 So. Michigan Boulevard
Corner of Eldredge Place, Chicago

We make a complete line of chairs for all purposes, grading from the cheapest to the most expensive. There are forty years of experience behind every chair we turn out—forty years of specialization. *Full descriptive catalog furnished upon application.*

Johnson Chair Company
Office and Factory, 4401-4531 W. North Ave., Chicago

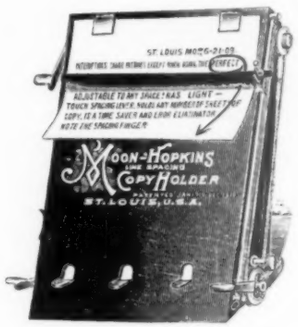
NORTHERN MANUFACTURER VISITS TEXAS.

Edward F. Warner, treasurer of the Quigley Office Furniture Company of Whitesboro, New York, recently visited the Southwest and while in Dallas made his headquarters for a short time at the office of the Dorsey Company, where he was the guest of James A. Dorsey.

Mr. Warner spent several days in different cities of Texas. This was his first trip to the Lone Star state and he expressed great surprise at the progress and advancement of that section of the country. He found Dallas to be a city of more than 100,000 people with large manufacturing and mercantile concerns which are distributing their goods over the entire South and Southwest. He regarded with interest the fine business buildings, among which are several ranging from sixteen to twenty-two stories in height.

CLEVER MOON-HOPKINS COPY HOLDER.

The cut shown herewith illustrates the Moon-Hopkins line-spacing copy holder, manufactured by the Moon-Hopkins Billing Machine Company, No. 2235 O'Fallon street, St. Louis, Mo. This copy holder, it is claimed, prevents errors in copying and saves much time for the operator. It pos-



sesses a line-spacing lever which brings the spacer under each line. It is adjustable to any line rule. The clamps at the top firmly hold as many sheets as desired. It is made in two sizes, 8½ by 11 inches and 8½ by 14 inches, and retails for $3 and $3.50 each, according to size.

Any one who may be interested in this copy holder should write to the company at the above address for any further particulars he may desire.

NEW COMPANY PUBLICATION.

The Barrett Adding Machine Company, of Grand Rapids, Michigan, has just begun the publication of a mimeographed house organ entitled "The Barrett Way," which is issued monthly by the sales department of the company under the direction of Paul L. Barrett, sales manager.

This is a clever monthly news letter of seven pages containing matter for the selling staff which should inspire every Barrett salesman to put in his best licks for the Barrett adding machine. There is some

good, straight selling talk in this publication and salesmen will find it a good fountain of selling suggestions straight from the brain of the man who has the selling of the "Barrett" worked out in the most systematic way.

A CORRECTION.

Through an inadvertence, a cut was used in the March issue of Office Appliances, supposed to be a picture of Chev. Cesare Verona, the Remington representative in Italy. The picture, however, was that of Guiseppe Jona of Bologna, a gentleman who is well known in the office appliances circles in Italy. Mr. Jona's photograph came in some time ago and through a mistaken impression the name of Mr. Verona

CHEVALIER CESARE VERONA, REMINGTON REPRESENTATIVE IN ITALY.

was written on the back of it, it having become detached from the letter in which it came. We take pleasure in publishing herewith the likeness of Chevalier Verona, furnished us by the Remington Typewriter Co. The likeness of Mr. Jona appears in our March issue and readers in referring to that should substitute the name of Mr. Jona under the cut. As both Mr. Verona and Mr. Jona, whose likeness appeared in the March issue, are gentlemen in high standing in Italian affairs, we presume that the mistake to them is more amusing than it is annoying. The chief annoyance is to us, as errors do occur, making us realize that the mantle of infallibility is still very far from being in our possession.

IMPERIAL METHODS TO MOVE.

The Imperial Methods Company of Chicago, owing to their growing business, expect soon to move into larger quarters at 208 West Monroe Street, corner of Fifth avenue.

"The world always listens to a man with a will in him."

Making Ten New Friends Every Hour

Every working hour of every working day we finish and inspect ten brand-new Protectographs, place our name upon them, pack them carefully and ship to ten new customers with a liberal guarantee of satisfaction. We then try to look after these customers and see that they are satisfied with the investment so that they will feel friendly toward the Protectograph and recommend it to their friends.

Protectograph

Stamps this familiar line across checks, drafts, etc.

NOT OVER THIRTY DOLLARS 30

Look for the name of Todd, which guarantees the genuine Protectograph (patented). There are dozens of "check punches," but only one Protectograph. If it doesn't bear Todd's name it isn't a Protectograph. It it isn't a Protectograph it doesn't fully protect.

G. W. TODD & CO., 1121 University Ave., Rochester, N.Y.

LOOK LOOK

CARD CABINETS

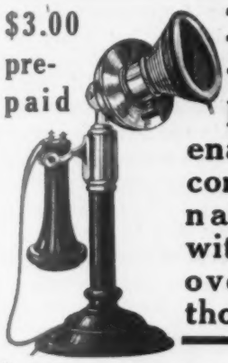
To meet the requirements of a large or small office. Made of solid oak—golden or weathered finish. Equipped with follow rod.

One drawer..... $0.85 | Four drawer... $2.00
Two drawer..... 1.20 | Six drawer..... 2.88

For 3x5 cards. To dealers in lots of six or more.

BROOME MFG. COMPANY PERU, INDIANA

$3.00 pre-paid



The Flack Telephone Muffler enables you to converse in your natural voice without being overheard by those near you

Gives complete telephone privacy at your desk and dispenses with the private booth.

In your factory it prevents the noise of machinery reaching the transmitter and assures a clear unobstructed service.

Saves time and temper and stops eavesdropping. Easily attached, held by friction **absolutely sanitary.**

Price $3.00 at your office

Dealers Business men have been waiting for this Muffler. Sells on sight. Desirable territory still open. Write now.

Smith Selling & Advertising Co.
1337 Arch St. Philadelphia, Pa.

Crown Steel Furniture

FOR OFFICE USE

The Crown products are modern, convenient, sanitary and everlasting. The line is complete, embracing: *Filing Cabinets, Flat and Roll Top Desks, Crown Modern Safes, and Special Equipment for Offices, Banks, Court Houses and Public Buildings.*

Crown Modern Safe

The drawers in Crown Furniture operate without friction and are not affected by climatic changes.

4-Dwr. Vertical File

The Crown Modern Safe has more than twice the capacity of the ordinary safe. It is designed for Office use and offers security to papers and records without being cumbersome.

CROWN METAL CONSTRUCTION CO.

JAMESTOWN, N. Y.

LOS ANGELES THE GREAT.

By Harry R. McKey.

IN writing of Los Angeles and the field it offers for the dealer in office appliances it is necessary first to give a few figures showing the growth of the city's population, to show some of the things that are being done and planned, before it would be possible to impress on the average person an idea of the possibilities the field offers.

The city has grown in fifty years from a town of thirty-seven hundred, to a city of three hundred and sixty thousand; the county from four thousand to five hundred and seventy thousand. All lines of business have kept pace until today its post office business is one million five hundred thousand. Building permits in the year past totaled close to twenty-two millions. The production of citrus fruits amounted to forty-five million dollars last year; the total of the principal crops in Southern California according to the official census was eighty-two million dollars. The sugar beet industry brings in twelve million more. Adjacent to Los Angeles are gold and silver properties valued at four million dollars.

Of course, Los Angeles has been before the public eye a great deal in the last few years, first by the recall of our mayor, then the great aqueduct project of bringing pure water a distance of two hundred and fifty miles through the mountains, and recently at the last election on account of the Socialist question.

It doesn't take much figuring to prove that this is a productive field for the office appliance man. Take the fruit business for example: This business is so well organized among the growers that they maintain a set of offices taking up nearly the whole floor of one of the big buildings. In every section of the southern part of the state where fruit is raised they maintain packing houses, all under the same office routine and system.

Again, in considering this field one must take into account the class of people who are engaged in business here. Thousands come here first on a visit. While here they look around and notice a fine opening for their line of business. First thing one knows they have sold out their business back east and are here boosting for Los Angeles as strongly as the native sons. When one comes to realize that the Federated States Society has the names and addresses of two hundred and five thousand residents of other states who are now located here, the argument mentioned gains force. This society is now engaged in raising money for an eleven-story office building.

Really, one can't help but admire the spirit of the people. In the past few years projects have been brought up and voted for an amount of nearly forty million dollars, the aqueduct alone calling for twenty-four million. Of course this is done with the future in view. It is common talk to hear people claim a million population for this city in ten years. The municipal harbor will be ready before the opening of the Panama Canal. A municipally owned railroad will connect it with the city. Even now some of the large tool manufacturers are moving down to within a few miles of the ocean. It must be remembered that Los Angeles lies fourteen miles from tidewater. Recently the city annexed the port of San Pedro and now owns a strip of land straight to the harbor.

One real pleasure in Los Angeles is that everybody pulls the same way. Business is all done pleasantly; everybody keeps the doors open nearly the whole year 'round. This is so true that to find a store door closed would mean to the ordinary shopper that the place was not open for business.

All of the dealers in office appliances here are men who understand all the angles of the game. They have well organized forces and are all awake to the future of the city. The one-price idea is gaining ground steadily. The management and the salesmen are being brought closer together. Large stores, plenty of light, right treatment, are the customary things with all the firms.

In speaking of the spirit of the people here the following quotation fathered from a realty man's card pretty aptly expresses the feeling of most of the "live ones."

"Take me back to old New England,
Where the winter winds are chill;
Where the skeeters in the summer,
Always start to raise Sam Hill.
Take me back to old New England,
Let me go there as I've said,
But remember not to take me,
'Till you're sure that I am dead."

The following news and general items of interest concerning the Los Angeles trade are given herewith.

The Grimes-Stassforth Stationery Company of Los Angeles has inaugurated monthly dinners to its employes, to which all are invited from the office boy to Mr. Grimes, the president of the firm. These social dinners are held in the private dining rooms of one of the prominent hotels, and after the several courses of "Eats" are disposed of, the cigars are lighted and a couple of hours spent pleasantly, during which all are asked to relieve their minds and talk on any subject they choose for the good of the business. Prominent traveling men visiting the city are invited to attend and make short talks regarding the lines they represent or any other subject they choose. Much good has resulted from these meetings and a closer relationship promoted between those associated with the firm. They strongly advise other stationery houses to try this plan and watch results. The Grimes-Stassforth Stationery Company is one of the oldest and largest stationery and office supply houses on the Pacific Coast, and are said to carry a larger variety of office supplies under one roof than any other house in the business. Their store, which has a floor space 60x170, is splendidly arranged for the convenient handling of their large business and their successful policy and efficient service is evidenced by a large clientage of satisfied customers.

* * *

Sanborn Vail & Co. are located at 735 South Broadway. The firm occupies a four-story building with basement 30x150, having a well-arranged ground floor show room and a complete engraving plant. Also a die stamper. The company has been in business for forty years. For years they were located some four blocks from their present location, but with the growth of the city they sought new and larger quarters. In the stationery line they are active pushers of the Weis line of cabinets and the Irving Pit line of loose goods.

* * *

The Neuner Company was established in 1887 and has grown from a very small concern to be one of the big manufacturing stationers of the Pacific Coast. The firm does all classes of printing, ruling, book binding, photo engraving and lithographing. The stationery department is stocked with a complete line of goods such as is usually carried by commercial stationers and the firm is one of the pioneers in the loose leaf field. The C. S. & R. B. Irving-Pitt, Heinn, Tatum and John C. Moore lines of loose leaf goods are carried in stock. Mr. Neuner, president of the concern, has several valuable patents on loose leaf devices which are manufactured and marketed by his company. They handle the Clark and Baker and Weis lines of filing cabinets and office furniture. Their traveling men cover Southern and Central California, Arizona and parts of Nevada and New Mexico.

* * *

An innovation in the carbon and ribbon line has been introduced by the well-known firm is one of the pioneers in the loose leaf been established on the Pacific Coast since 1855, when they added a carbon and typewriter ribbon department in their Los Angeles house. This was done about a year ago and under the management of Arthur G. Wilson now carries the largest and most complete stock west of Chicago. They handle the "Du-ra-bul" ribbons exclusively and their stock embodies ribbons in all colors for all machines. The stock of carbon paper comprises many well-known brands, but their leaders are the Gold Back and Silver Back brands. Blake, Moffitt & Towne is the first jobbing house on the Pacific Coast to enter the carbon and ribbon field on so large a scale, although the need of a complete and up-to-date stock has long been felt. The dealers of Southern California have been quick to take advantage of this large stock and today nearly every stationer in that territory handles B. M. & T. goods. The stationers have found that they can always obtain promptly any items of which they may be in need and the quality of the goods, backed by the established reputation of the firm for reliable service has caused the local dealer to go after the business in such a manner that

A Telephone Operator Saves Hours and Days of Clerical Labor with the

Addressograph

TRADE MARK

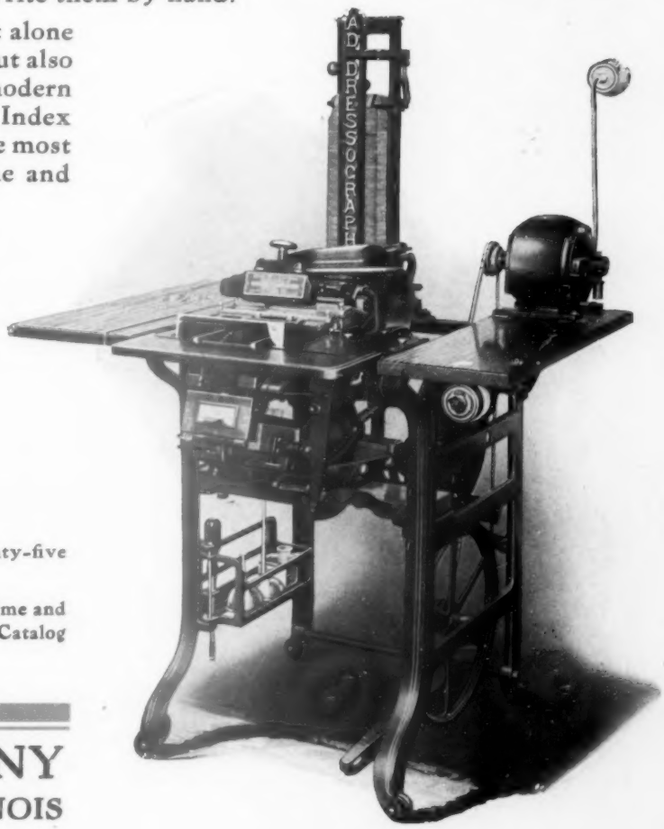
PRINTS FROM TYPE

THE telephone operator of a manufacturing company in Chicago saves hours of the bookkeeper's time by filling in customer's names on statements—helps the shipping clerk by addressing shipping tags—saves days of typist labor by addressing circulars, envelopes, post cards, etc., and eliminates detail from the secretary's office by addressing notices and filling in dividend checks to the stockholders. This work she does in her spare moments, with the ADDRESSOGRAPH—spare moments which were devoted to fashion pages in the newspaper and Irish lace before the ADDRESSOGRAPH was installed.

The manager of this manufacturing concern says that it is impossible to figure the vast saving of money the ADDRESSOGRAPH has accomplished for him. It has increased the efficiency of his clerks by removing the drudgery of writing and rewriting names by hand from their shoulders—it has enabled him to make a rule discontinuing night work—it has increased the effectiveness of his advertising because it always goes out on time, which was rarely the case when he depended on his clerks to address the circulars in odd moments and it has given a perfect reference record of his customers, employes, stockholders and prospects, which he never had before.

Although the telephone operator of this manufacturing concern is pretty busy with the switchboard, she, nevertheless, is able to address envelopes, cards, statements, payroll forms, etc., at the rate of about 1500 an hour—just about ten times as fast as the best clerk can write them by hand.

And the value of the ADDRESSOGRAPH lies not alone in the speed with which the addresses may be printed, but also in its many conveniences—it has every feature of a modern Card Index. So flexible and complete are these Card Index features that lists can be arranged and classified to suit the most exacting requirements. Here is a system that is a time and labor saver, as well as a perfect reference record.



This story about the way the Chicago manufacturer uses the ADDRESSOGRAPH is but an example of the efficiency of this time and labor saving machine. It is used by more than 40,000 concerns in 244 distinct lines of business. Among these lines using the ADDRESSOGRAPH we mention:

MANUFACTURERS	REAL ESTATE AND INSURANCE COMPANIES	ASSOCIATIONS
WHOLESALERS	PUBLIC SERVICE COMPANIES	HOTELS CLUBS
RETAILERS	GOVERNMENT DEPARTMENTS	RAILROADS
BANK AND TRUST COMPANIES	STOCK AND BOND COMPANIES	LAUNDRIES
		PUBLISHERS

Of all addressing machines sold last year, figures show that nearly eighty-five per cent were ADDRESSOGRAPHS.

Every dealer in office appliances and every man interested in saving time and labor and increasing efficiency in his office, should write for a copy of Catalog Fourteen, which is just off the press.

ADDRESSOGRAPH COMPANY

901 W. Van Buren Street CHICAGO, ILLINOIS

"The machine that does things" –the all around, touch-operating

Dalton

The thousands of unsolicited testimonial letters that have poured into this office from the day we made our initial bow to the public have never been equalled or approached in all the history of business. They tell of achievement almost incredible, superiority that beggars competition, and also speak in no uncertain terms of Dalton Service and the splendid men who represent the company in the field. If you desire to read this biography of the Dalton as written by those who have put it to every crucial test, these letters are at your command for the asking. On file at any of the following

Dalton Sales Offices

Milwaukee, Wis.
Oshkosh, Wis.

Cleveland, Ohio
Cincinnati, Ohio
Akron, Ohio
Columbus, Ohio
Youngstown, Ohio
Toledo, Ohio

Rochester, N. Y.
New York City
Syracuse, N. Y.
Buffalo, N. Y.

Sioux Falls, S. D.

New Orleans, La.
Shreveport, La.
Lake Charles, La.
Alexandria, La.

Seattle, Wash.
Spokane, Wash.

Portland, Ore.

Philadelphia, Pa.
Pittsburg, Pa.
Harrisburg, Pa.
Columbia, Pa.
Johnstown, Pa.

Chicago, Ill.
Cairo, Ill.
Peoria, Ill.

Indianapolis, Ind.
Logansport, Ind.
South Bend, Ind.

Wheeling, W. Va.

Atlanta, Ga.
Augusta, Ga.
Macon, Ga.
Athens, Ga.
Savannah, Ga.

San Francisco, Cal.
San Diego, Cal.

San Jose, Cal.
Los Angeles, Cal.
Sacramento, Cal.
Oakland, Cal.

Oklahoma City, Okla.

Denver, Colo.

Richmond, Va.

Washington, D. C.

Baltimore, Md.

Birmingham, Ala.
Huntsville, Ala.

Little Rock, Ark.
Fort Smith, Ark.

Minneapolis, Minn.
Duluth, Minn.

Des Moines, Iowa
Davenport, Iowa
Sioux City, Iowa

Dallas, Texas
Fort Worth, Texas
San Antonio, Texas
El Paso, Texas
Galveston, Texas
Houston, Texas

Newark, N. J.

Columbia, S. C.
Charleston, S. C.

Raleigh, N. C.

Salt Lake City, Utah

Memphis, Tenn.
Knoxville, Tenn.
Bristol, Tenn.

Mayfield, Ky.

Omaha, Neb.

Boston, Mass.

Providence, R. I.

Kalamazoo, Mich.
Grand Rapids, Mich.
Detroit, Mich.

Kansas City, Mo.
St. Louis, Mo.
St. Joseph, Mo.
Joplin, Mo.
Springfield, Mo.
Columbia, Mo.

Topeka, Kan.

Stockholm, Sweden
Hellerup, Denmark
Copenhagen, Denmark
Milan, Italy
Prague, Austria
Christiana, Norway
Berlin, Germany
Moscow, Russia
Riga, Russia
Paris, France
Rotterdam, Holland
Brussels, Belgium
Helsingfors, Finland
Honolulu
Vera Cruz, Mexico
Montreal, Canada

LITERATURE ON REQUEST

Dalton Adding Machine Company

404 Water Street POPLAR, BLUFF, MO.

Southern California is now a productive field for them in the ribbon and carbon lines.

* * *

L. E. Benton, local agent for the Dalton adding machine, says he is more than pleased with the past year's business and that the first three months of this year have been hummers. His store is full of models of the Dalton and the machine is finding ready sales wherever shown. Mr. Benton is a hard-working manager and does a great deal of selling himself as he is a first class demonstrator and closer. Mr. Atkin of San Francisco was a visitor recently.

* * *

Mr. Hoffman of the Richard Hoffman Company is now in a position to fill back orders on the new number five L. C. Smith. The new model machine he reports is meeting with good sale and the trade is more than satisfied with it. Mr. Hoffman has been in the typewriter field for a number of years and has recently started in for himself. He has Frank Warner, formerly of the Kansas City office, as foreman of the repair department.

* * *

The growth of Los Angeles during the past ten years has been phenomenal. This rapid growth has been principally in two directions, South and West. There has been a corresponding enlargement of the business district and a consequent shift of the actual business center in these same directions. Today many of the largest office buildings in the city are in that district that only a few years ago was designated as semi-business. Four years ago, realizing this rapid trend of business southward, and building for the future, Fowler Brothers, for twenty years located on Second street and the oldest established book and stationery store in Los Angeles, opened a splendid new store at 543 South Broadway, four blocks from their old location. Most wonderful has been the increase in the commercial stationery and office supply department. Instrumental in the growth of these departments has been the specializing in the loose leaf business, the agency of the Webster Multikopy carbons and Star brand ribbons, and the featuring of the Weis popular priced cabinets. New departments are being constantly added and today Fowler Brothers is in the first rank as an office supply house.

* * *

Cunningham, Curtis & Welsh suffered a fire on Sunday, March 17, and were badly damaged by water and smoke. They report a thirty thousand dollar damage and although the fire was hardly over, the doors were opened at the usual time and the trade taken care of.

* * *

G. E. Hazzard of the Burroughs Adding machine office says that the first three months business of 1912 has been exceptionally good. All the salesmen are enjoying a splendid business. Of course Mr. Hazzard being a strong booster for Los Angeles says that business will be bigger every month on account of the addition to his regular line. Frank Shearer has been very successful recently in selling several of the large fifteen and seventeen Duplex machines to fruit houses in a provincial territory. The new model Burroughs multiplying machine and also the Burroughs adding and substracting machine have opened a new field and a big business is anticipated throughout California. The office of the Burroughs is located at 310 South Hill and is so arranged that the machines are shown up very nicely. Mr. Hazzard has a well balanced sales force.

* * *

The Remington, Monarch and Smith Premier typewriters are now housed at the Remington office at 637 South Hill. E. W. Pease, the manager, is so busy with the consolidation that he couldn't give any details. He has a sales force of nineteen men which also takes a bit of time. I understand he is looking for a new location as he needs more room for all the different models.

* * *

Arrangements have been made with the San Diego Typewriter Exchange for the handling of the L. C. Smith in San Diego. F. B. Rudrolph of the San Diego Exchange, reports the business outlook for San Diego to be very bright along the office lines. He has been seven years in business there and understands the field thoroughly.

* * *

John M. Flowers, who handles the Comptometer in this field, is so well satisfied with business that he purchased a Flanders car and now calls on his trade in that. Mr. Flowers says he gets more business and a great deal of pleasure out of it and as he can use it nearly every day in the year he feels that he is well justified in the purchase. Mr. Flowers has had the Comptometer some years. The field has increased so greatly now that it keeps him hurrying to cover it all. Nearly every office that should use a machine has one or has tried one. A local purchasing agent told me that he was figuring on adding three to his force as he really felt the need of them.

* * *

The office of the Underwood Typewriter is located at 508 South Hill and under the management of L. G. Matthews it has grown considerable in the last few years. Mr. Matthews says that business last month was the largest they ever had and although he looks for larger months he likes to think of the last. The office is a large one, 40x100 and is fitted up in very fine style. His sales force are all men of long experience. Mr. Hart, the latest arrival, led the sale contest for a three month period.

* * *

The American Writing Machine Company, handling a complete line of the A. W. M. Rebuilts, is very nicely located in a two-story building at 716 South Spring street. Mr. Ecclestone reports a banner business so far and looks for a big year. All his machines are kept in sectional book cases and they make a very neat appearance.

* * *

The Oliver sub-office is located at Fifth and Olive streets. It is under the management of J. H. McDowell, who is doing a fine business throughout his territory.

* * *

Among other well-known concerns, all of whom are doing a good business, are Burt Gottlieb, 244 South Broadway; Charles R. Hadley Company, 314 South Los Angeles street; The Loopost Binder Company, 403 Wall street; Los Angeles Typewriter Company, 248 South Broadway; Multi-Color Press Company, 305 I. W. Hellman Building; Oliver & Haines Co., 115 South Spring street.

* * *

Almost without exception the dealers in Los Angeles appear to be doing well. This generalization includes manufacturers and agencies as well. The continued growth of the city assures an abundance of new business, assuring continued prosperity.

INTERESTING ENVELOPE CATALOGUE.

Office Appliances is in receipt of the most recent catalogue of the Smead Manufacturing Company of Hastings, Minnesota, manufacturers of the Smead Bandless Document Filing Envelopes, which are made of the toughest and heaviest jute manila, in range of sizes to suit almost every necessity.

This catalogue is illustrated profusely with halftone cuts showing the different envelopes manufactured by the company and demonstrating how they fit snugly in the file, without strings to catch or pull.

These envelopes are used by lawyers, corporations, public service companies, life and fire insurance companies, real estate men, etc., not omitting to mention clerks of courts, all of whom find these envelopes of great utility. The manila paper of which they are made offers a smooth, easy writing surface, suitable for pen or rubber stamp. In addition to the other advantages enumerated the Smead envelopes are adjustable and expansive and each one will accommodate a small or large number of papers on any subject or classification.

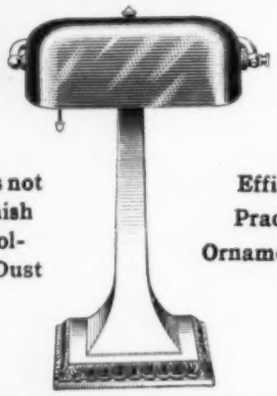
Anyone who may be interested in the Smead products should communicate with the Smead Manufacturing Company at the above address.

HENDERSON DESK COMPANY OPENS NEW OFFICE.

The Henderson Desk Company of Henderson, Ky., has opened an export office at 17 Battery place, New York City. This office will handle the Henderson Company's roll and flat top office desks for the export trade.

"The important thing in life is to have a great aim, and to possess the aptitude and perseverance to attain it."—Goethe.

THE
EMERALITE
DESK LAMP
WITH
Green Glass Shade
THE BEST LAMP FOR OFFICE OR HOME



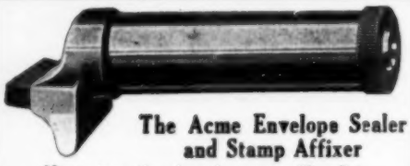
Does not Tarnish or Collect Dust

Efficient
Practical
Ornamental

"Kind to the Eyes"

Made in many patterns for any location.
Send for our Emeralite Booklet with prices.

H. G. McFaddin & Co.
44 Warren Street :: New York



The Acme Envelope Sealer and Stamp Affixer

No matter the size of your mailing list you can't afford to be without it. Automatic Air Valve regulates flow of water. Made of Brass, and Nickel Plated. Built on Purely Mechanical Lines. Guaranteed for life. Sells for $1.00. Stationers and office supply dealers will find this a winner. Write for circulars and discounts.

Sanitary, Speed and Efficiency

COMMERCIAL SALES MFG. CO., Oberlin, Ohio

MORTON'S
ODORLESS
TYPEWRITER OIL

The world's best lubricant for Typewriters, Adding Machines and all delicate machinery. Chemically pure, gumless and colorless.
Write to-day for free sample and prices.

MORTON MFG. CO.
Louisville, Ky.,
U. S. A.

Export orders given careful attention.

EDUCATE

OUR New Catalogue will do this for you in our line of Ribbons and Carbon Papers and Office Supplies.

SNELLING & SON, Manufacturers
South Brooklyn, N. Y.

PIONEER IN NEW LINE

Inventor of Clipless Fastener
Man of Marked Characteristics

A GENTLEMAN who has come into no little prominence as a national advertiser within the past few years is J. C. Hawkins, whose likeness appears on the frontispiece of the present issue of Office Appliances. Mr. Hawkins is the sole owner of the Clipless Paper Fastener Company of Newton, Iowa. He is a Western man and has the aggressive Western spirit. He was born in 1869 in Kansas and is a son of H. C. Hawkins who was a prominent lawyer in that state, a member of the legislature and one of the attorneys for the Santa Fe Railroad Company.

Since 1876, J. C. Hawkins has been a resident of Iowa where he studied law and at the age of twenty-one began the practice of his profession. Five years ago, seeing the necessity for a more convenient method of fastening papers together than by means of clips or pins, Mr. Hawkins conceived the idea of fastening paper together with its own material and this idea was the germ of the Clipless Paper Fastener which he invented and placed upon the market in the fall of 1909. In less than three years, the Clipless paper fastener has achieved a worldwide reputation and Mr. Hawkins, through his energy in exploiting the device and by reason of the originality and merit of the device itself, has made the little town of Newton pretty well known in all the principal cities of the world. Mr. Hawkins is a man of great energy and executive force. These characteristics are evidenced by his success in establishing agencies for his machine throughout the world without the aid of personal solicitation, but entirely through correspondence and advertising. In his campaign, he has cleverly brought out the fact that Clipless paper fasteners are an entire innovation and that they depend in no sense upon any additional material for the fastening of papers together securely. Early in his experience in making and advertising the Clipless paper fastener, Mr. Hawkins realized the importance of emphasizing the fact that his machine is made of the most durable tool steel. A machine of this character, poorly made and susceptible to wear, he instantly realized to be impossible of permanent success. He therefore in the manufacture of his machine, selected the best materials he could obtain and had the machines made by skilled mechanics with as much precision and of materials as durable as if he were making fine cutlery or surgical instruments.

The first machine put out was in the form of a pair of pliers similar to a conductor's punch in operation. Another form of the machine, however, was soon devised in the shape of a stand which sits upon the desk. This type of machine has proven even more popular than the plier form and is a distinct advance in the application of this type of machine.

Mr. Hawkins is a man of strong virile character. His qualities are distinctive in that he is one of the few men who have not during his life felt dependent upon the favor of other people. He believes that merit given time will always win the attention of the public. Nevertheless he is not a seeker after personal prestige or praise believing that the public is little interested in a man personally but in what a man can do. One of his instructions always given to sales agents is typical of the man. He says: "Always be independent but not to the point of being austere. Do not carry the air that you are an object of charity and that your customer must buy of you out of a sense of duty. Don't sell yourself, but sell your article. Your article will sell better."

In 1910, Mr. Hawkins got out a little booklet entitled Salesmanship or How to Make Money, extracts from which have been published in this magazine and have had a wide circulation throughout the world. This little booklet is a keen thrust at the weakling, a demand for concentration, how the analysis of the principles of salesmanship is applied to character and it is furthermore a demand for that indomitable energy and hard work that everyone must apply if he will win.

Mr. Hawkins is a man who has perhaps unconsciously but nevertheless effectively in the course of producing and marketing of an article of merit, added something to the worthwhileness of life that he did not contemplate when he started in business. To succeed with a meritorious article and so clearly and explicitly to lay out the doctrines of successful effort is an achievement well worthy of the efforts and concentration of any man and to have done these things is a feat which makes one worthy of much praise and justifies the material rewards which have followed the work so conscientiously done.

NEW CONCERN AT COLUMBUS, O.

The Central Ohio Equipment Company started business at 42 East Long street, Columbus, Ohio, February 1st, as manufacturers' agents for various office appliances. They now have the agency for the following lines: Marysville Cabinet Company, Vacuo-Static Carbon Company, U. S. Printograph Company, O. M. Edwards Company.

NEW TELEPHONE MUFFLER.

A new telephone attachment designed to secure privacy in telephone conversation without the necessity for a sound-proof booth is found in the Flack telephone muffler, which enables one to converse in one's natural voice without being overheard by persons in the same room. This muffler has the additional advantage of preventing all outside noises of the office or factory from being heard by the

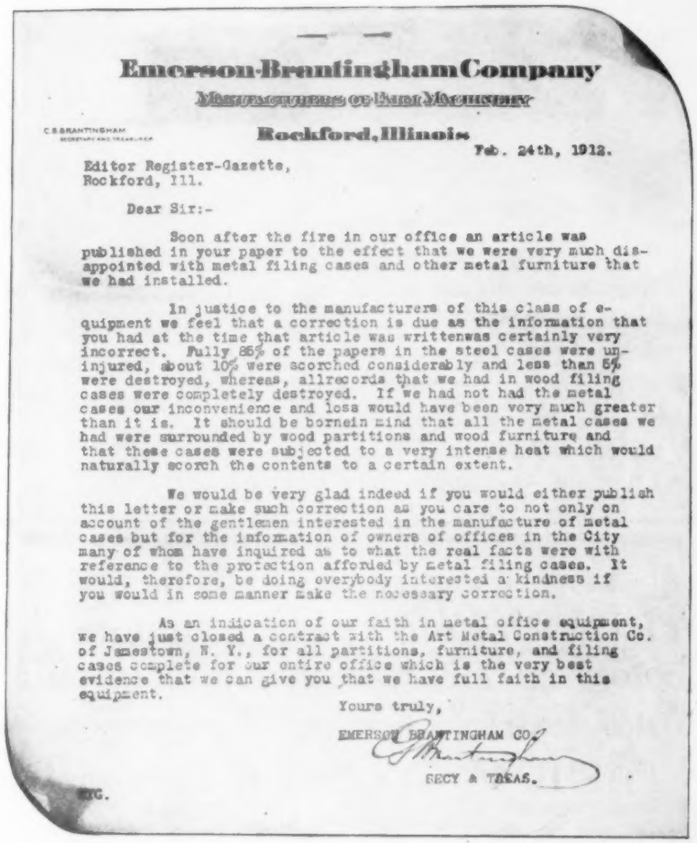
person at the other end of the wire. The Flack telephone muffler is made of aluminum with red rubber pneumatic pads and is said to be perfectly sanitary. The price of this muffler is $3, and we are told that it is meeting with success wherever it is being introduced. It is being placed on the market by the Smith Selling & Advertising Company, 1337 Arch street, Philadelphia.

ADDRESSOGRAPH COMPANY HAS NEW ATLANTA OFFICES.

The Addressograph Company is stated to be making great headway in Atlanta, Ga. They have recently moved into larger offices at 33 Luckie street, ground floor, where their office presents a very pleasing appearance. The business of the Addressograph Company's Atlanta branch, under the management of G. J. Badger, the district manager, has shown a remarkable growth since the office was established one and a half years ago. It is said that the Addressograph Company's Atlanta office is now one of the largest office supply businesses in the South. Their business for the first quarter of the year is double what it was for the same period last year, although last year's business was considered good.

"Sculpture is the simplest thing in the world," said a rustic. "All you have to do is to take a big chunk of marble and a hammer and chisel, make up your mind what you are about to create, and then chip off all the marble you don't want."

The Fire Protection Afforded by Art Metal Steel Office Furniture



Emerson-Brantingham Company
Manufacturers of Farm Machinery
C. B. BRANTINGHAM, Secretary and Treasurer
Rockford, Illinois
Feb. 24th, 1912.

Editor Register-Gazette,
Rockford, Ill.

Dear Sir:-

Soon after the fire in our office an article was published in your paper to the effect that we were very much disappointed with metal filing cases and other metal furniture that we had installed.

In justice to the manufacturers of this class of equipment we feel that a correction is due as the information that you had at the time that article was writtenwas certainly very incorrect. Fully 85% of the papers in the steel cases were uninjured, about 10% were scorched considerably and less than 5% were destroyed, whereas, allrecords that we had in wood filing cases were completely destroyed. If we had not had the metal cases our inconvenience and loss would have been very much greater than it is. It should be bornein mind that all the metal cases we had were surrounded by wood partitions and wood furniture and that these cases were subjected to a very intense heat which would naturally scorch the contents to a certain extent.

We would be very glad indeed if you would either publish this letter or make such correction as you care to not only on account of the gentlemen interested in the manufacture of metal cases but for the information of owners of offices in the City many of whom have inquired as to what the real facts were with reference to the protection afforded by metal filing cases. It would, therefore, be doing everybody interested a kindness if you would in some manner make the necessary correction.

As an indication of our faith in metal office equipment, we have just closed a contract with the Art Metal Construction Co. of Jamestown, N. Y., for all partitions, furniture, and filing cases complete for our entire office which is the very best evidence that we can give you that we have full faith in this equipment.

Yours truly,
EMERSON BRANTINGHAM CO.
SECY & TREAS.

Are you prepared to furnish the business offices of your city with Steel Furniture built on scientific principles? Over 325 distinct styles carried in stock to enable dealers to fill orders promptly. Sectional steel filing cabinets of all sizes to outfit any office, large or small. The immense popularity of "Art Metal" is shown by the fact that it is built in the world's greatest Metal Furniture factories.

75% of all Steel Office Furniture is "Art Metal"

A Few Desirable Territories are still open for the right kind of dealers.

Exclusive agencies granted for the most comprehensive Stock line on the market. Pin the coupon to your letterhead.

Send for Illustrated Catalog 0-5

Art Metal Construction Co.
JAMESTOWN, N. Y.

BRANCHES: New York, Boston, Chicago, Philadelphia, Washington, Baltimore, St. Louis, Pittsburgh, Kansas City.
Agencies in 175 other Cities

Art Metal Construction Co., Jamestown N. Y.
Name.....
Street.....
City.....
State.....
Please send the Catalog 0-5

¶ There is no guess work about the

Goodrich Platen

In the first place, it was a case of working out a successful compound,—no mean task in itself, and never carried to a successful finish until taken in hand by the *Goodrich factory.*

Typewriter manufacturers will tell how well we succeeded and how willingly they accepted this *Goodrich Platen* as the standard. Then, too, We Hold Up The Grade. Especial needs and requirements provided for in the first order are never lost sight of in the second and subsequent orders.

¶ You can always depend on *Goodrich Platens* being uniform in *color, cure, resiliency* and *lasting qualities*

THE B. F. GOODRICH COMPANY
AKRON, OHIO

VIEWS OF OUR RESEARCH AND TEST DEPARTMENT

UNEXPECTED USE OF ELECTRICAL APPLIANCE.

The employment of the Dictograph in the Lorimer case and the McNamara cases in Los Angeles by deetctives in search of evidence is a new adaptation of a telephonic machine which was first described in Office Appliances for April, 1908, and by reason of the publication of this article received so much publicity both directly and indirectly by means of other papers which copied the article that the manufacturer was put in the possession of a profitable demand for his device. The readers of Office Appliances may be interested in the description of the Dictograph which was published four years ago; hence we republish herewith portions of the article referred to:

"This newest of all electrical marvels 'saves the time of the busiest man in the office.' It enables the manager or other executive officer of a corporation, bank or any business concern to direct his subordinates and department managers, dictate his letters, consult his associates on matters requiring absolute secrecy, give general orders, and, in short, attend to his daily business without the necessity of leaving his private office or admitting others to same.

"This somewhat astonishing invention has been named the Dictograph by its inventor, but why that name was chosen no one may say. The name conveys no idea of its character, for it neither dictates nor writes. What it does do is to receive the slightest sound and to magnify it to amazing proportions. It is not a phonographic recorder, nor is it a new type of gramophone. On the contrary, its characteristics are distinctly different. No speaking tube, mouthpiece or receiver of any kind is employed. Nothing whatever is held in the hand. There is no necessity to be close to the instrument or to speak into it, or even toward it. Within the dimensions of any ordinary office you may stand where you will. You may speak in an ordinary voice or in an undertone, or even breathe your words in the faintest whisper. The sound may be practically inaudible to yourself, but the infinitely more sensitive ear of the dictograph will hear it, magnify it intensely, and transfer it.

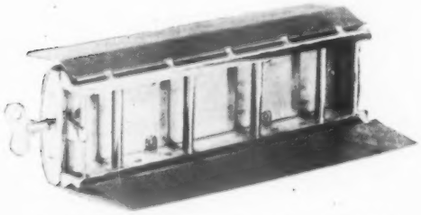
"The device is the invention of K. M. Turner of New York. Through it electricity has again been laid under tribute to save time and patience. More wonderful than Pandora's is the little box in which so much is concealed from view. This box is 11 inches in length, 6 inches in height and 4 inches wide. Two holes in the sides, a few nickel projections at one end, and a row of switches on one side comprise all that an outside view will give. But sedate and unemotional as it appears, it has startling qualities. Vexed with some problem, you may be striding the room of your office and give vent to some expletive or to some thought. Then the box may ask stridently what you said. The attentive young woman in the other room who acts as your

stenographer and who has a receiver on her desk may have put the query in the merest whisper, but that whisper the box magnifies into clarion tones.

The Dictograph, as may, perhaps, be assumed from the foregoing, is not the universal gossip which one might think, for it is so cleverly equipped with switches and stops that the manager using it can either cut it off entirely or can direct it exclusively to any sub-station in the office he wishes to reach. He can talk to his stenographer alone or he can talk to his bookkeeper and his shipping clerk, likewise his stenographer, at the same time, or can cause them to talk to each other, at the same time hearing what they have to say. For instance, in the event of a delayed order about which complaint is made, the manager can talk to his shipping clerk, who reports that the order did not reach him until such and such a date from the bookkeeping department. He then cuts in the bookkeeper, who tells him that the letter with order attached was delayed in its course to his office. The stenographer is put on the wire and finally the cause of the delay is traced to its source. All these people can hear what each one of them says if necessary, but at any moment the manager can talk to one alone, cutting off all the rest.

NEW CATALOG OF METALS.

This office is in receipt of Price List No. 10, issued in March by the Tenacity Manufacturing Company, Incorporated, of Cincinnati, Ohio. The catalog is not at all pretentious in size, comprising only 24 pages, but it states concisely the merits of a complete line of loose leaf metal parts from the round back



"CINCINNATI" ROUND BACK LEDGER METAL.

ledger down to the cheapest sort of transfer binder. It is especially designed for the foreign purchaser showing code words for all sizes and styles and giving full instructions for ordering so that the foreign dealer or the exporter can not easily go wrong if these instructions are followed. This company features its round back ledger in any minimum capacity that may be demanded, and claims to have the easiest ledger metal to bind (with full 100 per cent expansion) of the many now on the market. Foreign correspondence is solicited and catalog will be cheerfully mailed to any one addressing post card to the Tenacity Manufacturing Company, Cincinnati, Ohio.

"No one can rise who slights his work."

The One Real Office Necessity

Is One That Is Not An Expense But a Business Builder and Expense Cutter

Edison Rotary Mimeograph— 76

Where there is a typewriter there should be a Mimeograph.

Saves 50% to 90% of your printer's bills!

This office machine every hour of every business day increases earnings and cuts expenses in thousands of stores, offices, factories and shops. It does work in minutes that once took days and weeks. It does work for pennies that otherwise would cost dollars. It is the one supreme machine for short, quick runs, where time is of vital importance. With the *Rotary Mimeograph* at your command you can, at almost a moment's notice, bombard your entire mailing list with letters, quotations and propositions. You can have your business-bringing message in the mails before the words get cold, and it brings results as no other office device can—*the one real office necessity.*

"76" Facts To Revolve In Your Mind

The Edison Rotary Mimeograph supplies perfect duplicates of typewritten letters, in practically any quantities, in any language.

Statistical reports.
Publishers' advertising rates.
Copies of architects' specifications.
Annual reports of corporations.
Notices of dues.
Stock quotations.
Salesmen's advance notices.
Notes—receivable forms.
Mortuary tables.
Trade catalogs.
Notices to stockholders.
Mercantile reports.
Salesmen's report blanks.
Blanks for bids.
Description of real estate for sale or rent.
Tabulated reports.
Acknowledgements.
Stock Sheets.
Lables. Proxies.
Shipping tags.
Freight expense bills.
Order forms. Statements.
Guarantees. Bills of fare.
Hand bills. Price lists.
Programs. Requests.
Bulletins. Pay-roll blanks.
Daily market reports.
Voucher-record forms.
Machinery specifications.
Notices of shipments.
Daily remittance sheets.
Instructions to employes.
Freight-tariff rates and changes.
Agents' contracts
Insurance-policy forms.
Auditing forms.
Renting and sales notices.
Railroad schedules.
Announcements.
Instructions to salesmen.
Lessons, etc., for correspondence schools.
House publications.
Subscription blanks.
Publishers' statements of circulation.
Illustrated letters.
Genealogical records.
Telephone toll-slips.
Engineers' reports.
Sales reports.
Inventory forms.
Specification forms.
Collection notices.
Factory-system forms.
Postal cards.
Reports of advertising results.
Admission tickets.
Card-index forms.
Names for mailing-lists.
Instructions for publication.

Salesmen of Office Devices Read Following Carefully

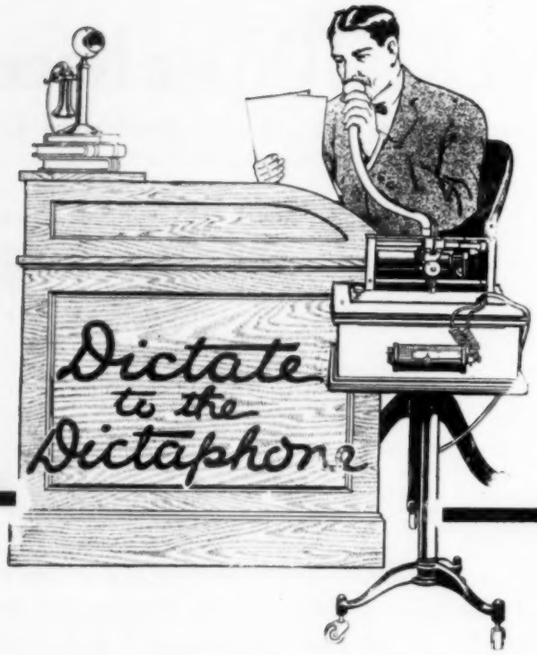
While it is true you are the principal sellers of Mimeograph and Supplies, do you fully realize the significance and value to you as a dealer, of the above—and they are but a few facts. We give you more "76" facts in the column—and it could be extended to many more.

Do you realize that if of such value to the user it means a great opportunity to sell machines, that the demand is practically unlimited, and that every machine sold is a continual source of profit through the supply trade that follows? Can you duplicate it with any other device?

The day of few uses and at infrequent times is past. The Stationer or Salesman who sells the most machines, creates the largest supply trade, and makes the most profit, is the one that is resourceful. He understands the construction and operation of the machine, can produce perfect copies, and he can name dozens of reasons why practically all offices have almost daily use for it. He "invents reasons" because he is a resourceful salesman.

Ask for our "Direct Route" booklet for further information

A. B. DICK COMPANY, *Makers*
730-738 West Jackson Boulevard CHICAGO
15 Murray Street, New York Agencies Throughout the United States and Canada



Why not *sell* the Dictaphone —not only dictate to it but make good money out of it?

It's the direct method of dictation—no lost motions in between. You don't have to accomodate your thoughts to your stenographer's speed—you say what you want to say and she gets it—just that way.

Every man who needs a telephone, needs a Dictaphone. Any man who can use a telephone can dictate to a Dictaphone. Any typist who can *copy* plain English can transcribe from Dictaphone dictation—and do it all day long without one minute wasted in making pot-hooks.

Telephone or write to our Nearest Branch, or better yet, call:

ATLANTA - - - - 82-84 N. Broad Street
BOSTON - - - - - - 174 Tremont Street
CHICAGO - - - 101 N. Wabash Avenue
DALLAS - - - - - - - 1403 Main Street
DETROIT - - - - - - - - 114 Broadway
MINNEAPOLIS, 422-424 Nicollet Avenue
NEW YORK - - - 89 Chambers Street
PHILADELPHIA - 1109 Chestnut Street
PITTSBURG - - - - - - 101 Sixth Street
SAN FRANCISCO - - 334 Sutter Street
ST. LOUIS - - - - - - - 1008 Olive Street
TORONTO, CAN., - - McKinnon Bldg.

And in all Large Cities.

Write for catalogs and full particulars, and a complete list of all branches, one of which may be nearer to you than any of the above, to

THE DICTAPHONE

Box 104, Tribune Building NEW YORK

Columbia Phonograph Co., Gen'l, Sole Distributors

Exclusive selling rights granted where we are not actively represented

SNYDER IN NEW PLACE.

Harry D. Snyder, who has been connected with the stationery trade in Philadelphia for quite a number of years and who for the past five years has been with the William Mann Company of that city, has resigned his position and has formed a connection with Collins & Company of 1324 Arch street, Philadelphia, which will be known in the future as the Collins Office Machinery Company. Mr. Snyder will become an officer of the company and will be associated with Frederick Collins in the active management. He will devote his attention particularly to looking after the interests of the Feedograph and the Writerpress, of which devices the company is the Philadelphia agent. Mr. Snyder tells us that the Feedograph is making a great record and, although practically a new device, it is being extensively used by large concerns, such as the Stewart Distilling Company, the Curtiss

HARRY D. SNYDER.

Publishing Company, the Dando Publishing Company, the Victor Talking Machine Company and others. The Feedograph was recently described in OFFICE APPLIANCES and will be remembered as a device for feeding paper automatically into a typewriter. It will feed letterheads, circulars and envelopes with equal ease and efficiency. It is said that the factory is already somewhat behind its orders in some models, but that arrangements for an increase of output have been made and that they will be in a position in a short time to fill all orders received.

The Collins Office Machinery Company represents in addition to the foregoing devices the Standard Adding Machine, the Simplex Envelope Sealer, the Van Commercial Folder, the Commercial Duplicator, the Markoe Stamping Machine, the Meacham Addressing Machine and is also acting as a clearing house for slightly used office furniture.

Previous to Mr. Snyder's connection with the William Mann Company he was with the

William H. Hoskins Company. Prior to that, he was with the Thompson Printing Company for about a year. In both these companies Mr. Snyder had charge of the advertising department. His earlier business experience was as a stenographer and for nine years he was connected with the Philadelphia & Reading Railway, six years of which time he was in the office of the first vice president. He was 37 years old on the 20th of March.

Mr. Snyder had made a splendid reputation for efficiency and success in whatever position he has been placed, and his connection with the Collins Office Machinery Company cannot fail to be of great advantage to that concern. At the same time, it will offer him a wider field for the employment of his experience and abilities.

A NEW TELEPHONE ARM.

The Equipose adjustable telephone arm is a new device made by the Oliver Manufacturing Company of Philadelphia. It is a convenient method of holding the telephone, rendering it adjustable to any position, either to the one sitting at the desk or to one standing beside the desk. The attachment may be fixed to the desk in any convenient place, wherever it will afford the greatest scope. The Equipose is shown also in the home, where it may be attached to the wall and swung up out of the way when the telephone is not in use. An adaptation of this device is also provided, whereby two equipose arms are attached to a standard set in the floor, so that persons at opposite desks may each have a 'phone within easy access.

Anyone who may be interested in this device should address the Oliver Manufacturing Company, 305 Walnut St., Philadelphia, for particulars and prices.

CLEVER HOUSE ORGAN.

The Kalamazoo Loose Leaf Binder Company of Kalamazoo, Michigan, has favored Office Appliances with the most recent issue of the Efficiency Bulletin—an interesting, well printed and nicely illustrated little magazine of twenty pages. This little house organ is packed full of good stuff and it reflects a lot of credit on the Kalamazoo Loose Leaf Binder Company, and the various individuals who contribute to the pages of the booklet. Some of the titles are: "A Glimpse of the Future"—a story which might have been written by H. G. Wells, but was not; an interesting article on salesmanship, the regular editorial matter and report of the contest which the Kalamazoo Company has been carrying on, some good advice to salesmen by Chaunce Taylor, and various other articles and matters of interest to the customers of the company.

NEW ADDING MACHINE REPORTED.

It is reported that the American Can Company will presently be in the market with an adding machine. The machine is now in process of construction at one of the company's Maywood, Illinois, plants. It is said to be of small size and popular price.

"Your Typewriter is Your Stencil Maker"

That is the slogan that has brought us more inquiries and sales from our advertising than any point we have ever featured.

Every business man desires to keep his business private. It has taken him years, and cost him thousands of dollars to build up his mailing lists, so he objects to sending them out of his office to have addressing stencils made.

The BELKNAP Addressing Machine

insures privacy of accounts because the only equipment required to make stencils for it is an ordinary typewriter, and any stenographer can do the work.

Stencils made in this way produce a personally typewritten address. This makes first class postage worth while because it does not nullify the value of a two cent stamp with what is plainly a machine made address.

We are receiving inquiries from every section of the United States and from Canada, and are making direct sales. We need reliable agents to help us close our prospects.

If you believe in your ability to sell the BELKNAP, let us hear from you today.

The two minutes it will take you to fill in the attached coupon may mean a permanently profitable connection for you as *exclusive* agent in your territory.

Send for Catalog B if you are interested in the BELKNAP for personal use

Rapid Addressing Machine Co.
374 Broadway, New York
610 Federal Street, Chicago

COUPON
RAPID ADDRESSING MACHINE CO.
Gentlemen: Please send me full particulars regarding the agency for the BELKNAP Addressing Machine.
Name ..... *Street* ..... *City* ..... *State* .....

1 GOOD

2 BETTER

3 BEST

VICTOR

NUMBER THREE

The Height of Perfection and Standard of Efficiency

This New Model of the VICTOR is Decidedly the BEST

All important features of previous models, also many new ones, are embodied in this machine. The Wide Bearing Typebar insures permanent alignment. The Improved Automatic Ribbon Reverse is worthy of comment. The new Variable Line Spacer and Built-in Decimal Tabulator are valuable factors whose usefulness is sure to be appreciated. Many other unique features peculiar to the VICTOR may be found in this model.

DEALERS—Some good territory still open.

VICTOR TYPEWRITER COMPANY

812 Greenwich Street, New York

Manufacturing at a Profit

Many a business has failed because of the heavy expense involved in equipping a factory, and the high cost of manufacture.

We eliminate troubles of this nature. Our business is manufacturing meritorious mechanical articles on a contract basis exclusively. Our plant is the largest of its kind in existence.

Before you build a plant of your own let us give you a contract figure. WE CAN SAVE YOU MONEY!

The Taft-Peirce Mfg. Co., Main Office and Works: **Woonsocket, R. I.**

NEW YORK: 165 B'way. DETROIT: 1311 Majestic Bldg. CHICAGO: 1038 Nat'l Life Bldg.

WORKS FACTORY FROM SUN TO SUN.

Office Appliances is informed that the trade has received the new number three model of the Standard Folding typewriter with such enthusiasm that the manufacturers have been inundated with orders. This new model is called the Corona and within a few weeks after it was put on the market, enough orders were booked to keep the factory running at its normal capacity for a month and a half. Every effort, however, is being made to bring the output up to a point where the orders can be executed within a reasonable length of time. To this end, every department in the factory is working overtime while the machine shop is running day and night.

Officials of the company state that the present capacity of the shop will be doubled just as soon as the necessary machinery can be installed.

NEW RIBBON AND CARBON CATALOG.

The Crown Carbon & Ribbon Company of Rochester, New York, has just issued a new catalog and price list of its products. This booklet contains sixteen pages, exclusive of the cover, bearing on the frontispiece a handsome vignetted halftone of the company's factory and general offices. The book embodies also a brief description of the products of the company's manufacture.

The facilities of the factory are ample and are such as to place them in a position to furnish carbonized papers and inked ribbons of every description and for every purpose. With the raw materials, modern equipment, chemical appliances and improved types of machinery the company is enabled to turn out goods of a very high character. Many of the Crown Company's workmen are experts of long experience.

The catalog describes and lists the Crown brand of typewriter ribbons, the Globe brand and the Pioneer brand for all machines, besides a large number of special ribbons for various purposes, including ribbons for the Multigraph, Writerpress and other duplicating machines, adding machines, cash registers, etc., etc. Various brands of carbon papers are also listed, including Crown, Globe, Pioneer, Hercules, Gladiator and special carbons for various purposes, under the Crown label.

Anyone who desires fuller information concerning this company's large and interesting line of products may obtain it by writing to them direct at their Roshester factory.

"No man is fit to win who has not sat down alone to think; and who has not come forth with purpose in his eye, with white cheeks, set lips, and clenched palms, able to say: 'I am resolved what to do.'"—Bulwer.

"Men must know that in this theatre of man's life it remaineth only to God and the angels to be lookers-on."—Bacon.

SECTIONAL CABINETS FOR THE HOME.

The Macey Company of Grand Rapids, Michigan, is out with a splendid book picturing and describing the Macey Sectional Book Cabinets especially designed for the home. This catalog is known as Style Book No. 1112 L. It contains fifty pages handsomely illustrated with line drawings and sepia halftones which approximate the actual color of the goods described.

The frontispiece shows an arrangement of a parlor or library with Macey sectional bookcases of Chippendale design. The opening chapter on classical furniture is very interesting and instructive. That chapter alone, giving the history of Chippendale, Sheraton, Colonial, Arts and Crafts and Mission furniture, makes the book well worth having even without regard to the other valuable information it contains.

To all those who wish to be informed on the subject of furniture we commend this Macey catalog. The information of course, is very much condensed, but it is thereby more easily read and perhaps better remembered. The different designs of Macey bookcases in all these well known styles are shown together with suggested arrangements of these different pieces in the home.

Macey sectional bookcases are fitted with detachable feet, the construction of which is clearly illustrated on page 20 of the catalog. On the succeeding page of the book is a description of the mechanism of the sliding door. This mechanism is ingenious and effective and was designed not only to display the contents of the case to good advantage, but to keep out the dust. The doors are fitted with cog wheels operating in a toothed track at either end. The door is thereby prevented from binding, moving out and in evenly and without undue resistance.

Dealers who desire information with regard to the Macey book cabinets for the home should write at once to the Macey Company for a copy of this interesting book.

COLUMBUS CONCERN MOVES.

E. H. Sell & Company, the well known and successful office appliance dealers, formerly at 118 South High street, Columbus, Ohio, have outgrown their old quarters at the foregoing address and have moved into a new building at 54 Gay street, where they now occupy the first floor, 200 feet long by 60 feet wide with a complete line of office equipment. The company also has the second floor in which its bookbindery has been installed.

E. H. Sell & Company have the Columbus agency for the Monarch typewriter and have added the Herring-Hall-Marvin line of safes since their removal to their present quarters. These are two of several important lines which the company handles.

A. F. Mitchell, who has been with Mr. Sell for ten years, is in charge of the main floor.

No. 3694

How a Dealer Outstripped Competition in One Year

His office supply business was established about a year ago in a good sized city. The beginning was modest. His policy was to handle goods of quality which, in selling, offered the least resistance. One of the most important departments was office chairs.

Because of their reputation for comfort, beauty and solidity, he carried a representative stock of Milwaukee Fine Chairs and featured them in his advertising matter.

Business men were attracted to the store in such large numbers, that it soon grew to be the largest in the town—today, this dealer practically has no competition and he says Milwaukee Fine Chairs have played an important part in the success of his business.

Milwaukee Fine Office Chairs are made as well as chairs can be made. They never disappoint the user and are the most satisfactory chairs for the dealer to sell.

Milwaukee Fine chairs are examples of the highest type of office chair specialization. Each is a design of our own creation, shaped primarily for comfort, but always with a care for the artistic value of the form and line.

Every chair is signed with our mark of quality. This mark is our guarantee to the dealer and his patrons that the chairs must equal our claims; otherwise satisfactory adjustments will follow.

Fine Chairs
MILWAUKEE CHAIR CO.
MILWAUKEE, WIS.

Milwaukee Fine Office Chairs are made in many designs and of various woods and finishes. Over 150 patterns to choose from—new designs exclusive with us.

The assistance of our Sales department is at the service of dealers in securing orders for furnishing Cafes, Hotels, Depots, Libraries, Municipal, County, State and Federal Government's Buildings of all kinds, either from our regular patterns or those of special design.

Please write today for our latest catalogue of Office Chairs "Book A"

MILWAUKEE CHAIR COMPANY

General Sales Office 910 South Michigan Ave., Chicago, Illinois. | Factory 30th and Center Streets Milwaukee, Wis. | Eastern Sales Office 425-433 West 28th Street New York City.

(12)

RULERS and FILE BOARDS

THE STANDARD LINES RULERS

For SCHOOL, OFFICE and STATIONERS' TRADE

We manufacture complete lines of Rulers in all sizes and finishes

NEW DESCRIPTIVE RULER PRICE LIST NOW READY FOR DISTRIBUTION

First Quality STRIPED BOARDS for Clips or Arch Files

We manufacture SIX STANDARD SIZES of Striped Boards. HARDWOOD OR SOFTWOOD

Furnished with or without Fixtures as desired

American Manufactu ring oncern, Falconer, N. Y.

New York Office, 29 to 33 East 19th St. | OWENS-KREISER CO., Selling Agents

IT SOLVES THE PROBLEM

of quick process duplicating

Makes from 1 to 100 Copies

Simple
Quick
Economical

THE COMMERCIAL DUPLICATOR

Formerly called The Billograph

It fulfills the requirements of a machine for the **largest** duplicating field where as few as 5 copies or as many as 75 to 100 are required.

Have you ever wanted copies of orders, invoices, financial statements you could read?

Have you ever been disgusted with tissue copies?

The Commercial produces clean-cut, bright copies on **any weight** paper.

Do you want copies of stock-reports, salesmen's bulletins, price-lists, at a cost of less than 1c per set? Use the Commercial!

It will make from one master-sheet from 1 to 75 or 100 copies, make them clearer, better, quicker, more satisfactory in every way, at much less expense, in less time than by any other machine or hand process.

No Carbon No Stencils No Type

With the COMMERCIAL it is merely required that the **master sheet** be written with copying ink if hand-writen, with copying ribbon or copying carbon if type-written. The master-sheet so written is fed into the machine and copies produced quickly.

The machine itself consists of a rigid frame supporting a flat steel-bed over which travels a sheet of highly absorbent gelatine. By means of a feeding carriage, the **master-sheet** is brought in contact with the gelatine band which takes an exact impression of the written matter: Then by feeding blank sheets in the same manner, copies are produced.

After one portion of the 14 ft. band is used, a **new** surface is obtained by turning a handle which automatically winds up the **used** surface as well. No washing is required to remove the ink. It automatically sinks through the top surface into an absorbent backing which takes up all the ink in 24 hours.

Order Department

The Commercial offers the only process whereby from the original writing of the salesman or branch-house, can be produced all the copies required for different departments.

Accounting Department

Finds the Commercial of great value on account of its accuracy. It produces copies on good-weight paper. Gives perfect registration on the finest-ruled sheets. The sheets come out flat—no curling.

Engineering Department

By using the **Commercial,** you can produce sketches in four colors, in place of blue-prints Any size up to **18x34** inches.

Sales Department

For loose-leaf price-lists, bulletins, special letters, stock-reports etc., use the **Commercial,**

For any class of work within its field, the Commercial **SAVES FROM 25 TO 75 PER CENT:**

Write TODAY for our booklet which fully describes the machine and its application to your DUPLICATING PROBLEM.

Good Territory Open for Live, Responsible Agents.

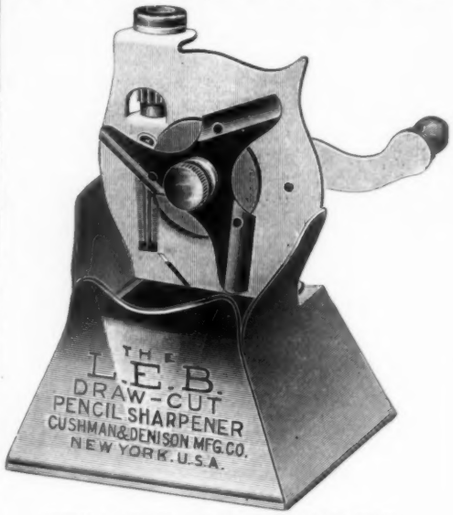
DUPLICATOR MANUFACTURING COMPANY

1170 Monon Building :: :: CHICAGO

NEW PENCIL SHARPENER.

The "L. E. B." is the name of a new pencil sharpener which the Cushman & Denison Company of New York City are putting on the market. This machine is built on the draw-cut principle, the knife cutting from the heel to the point. This rotary draw cut is said to be something new in pencil sharpeners and is the principal point which the manufacturers desire to emphasize in connection with the "L. E. B." It is stated that no renewal of blades is necessary with this machine; that the blade or knife is made of finely tempered steel and will last indefinitely. When dulled it can be easily re-sharpened.

The machine runs smoothly and gives a fine, accurate point to the pencil. One of the advantages the company claims for the "L. E. B." is that it never breaks the



NEW L. E. B. PENCIL SHARPENER.

lead and that it will sharpen any pencil, whether of ordinary lead or soft crayon.

The machine is well built, of the best material obtainable, and possesses such distinct advantages of construction and operation that the trade can hardly fail to appreciate the merits of the new device.

Dealers who may be interested are requested to write to the Cushman & Denison Manufacturing Company for further information, prices, terms, etc.

THANKS FOR PICTURES.

Office Appliances is in receipt of a large and handsome photogravure of the factory of the L. C. Smith & Brothers' Typewriter Company including the addition recently finished. This addition doubles the capacity of the plant and is now being equipped with machinery which will be set in motion at an early date.

Office Appliances also acknowledges with thanks the receipt of a magnificent framed picture of the Underwood Typewriter Company's building at Church and Vesey streets, New York.

Both of the pictures referred to above will be hung in our office where they will form an attractive part of the wall decoration.

BUSHNELL'S PAPEROID GOODS

Style C File Pocket

This name and these goods mean a great deal to the dealer and consumer

There is a Durable Paperoid Wallet, Folder or Pocket made for every conceivable purpose. If you are interested in meeting the consumer's needs and giving him the best, write us for Samples, Catalogue and Prices.

Style D File Pocket

ALVAH BUSHNELL COMPANY

Sole Manufacturers of Paperoid Goods **948 Market Street, Philadelphia**

The Recent Decision Of The Supreme Court

upholds the right of the manufacturer of a duplicating machine to force every purchaser of his duplicator to use only ink, paper, stencils, etc., supplied by the patentee.
This ruling in the words of the Chief Justice in his minority report "curtails the rights of society."

We Respect Your Rights

The Underwood Revolving Duplicator is sold absolutely without license restrictions of any sort.

You Are Free

to buy supplies where you can trade to best advantage. We want your supply business and we are going after it; but we don't believe in making sales with a club—but rather by giving superior service and complete satisfaction at a low price. The

UNDERWOOD Revolving Duplicator

makes fifty perfect copies a minute. It is so simple in operation a boy can work it. It is neat, clean, quiet running and takes up little room in your office. The Underwood Revolving Duplicator best combines

Quality—Efficiency—Economy

We have branches in all principal cities, where you can see the machine before you purchase, conveniently secure the best supplies that can be bought and get personal directions, advice and valuable trade helps. The Underwood Duplicator is the best Duplicator ever put on the market and sold at a reasonable price.

$35.00 COMPLETE

Send for Booklet and Specimens of Work

Underwood Typewriter Co., Inc.

Dept. O. **Underwood Bldg., New York**

Branches in All Principal Cities

SUCCESS ATTENDS EFFORTS OF SECOR.

The initial selling plan of the Secor Typewriter Company has been characterized by no little boldness, energy and originality. The company decided some time ago to conquer first the two most difficult territories—viz., the financial section of New York and the loop district of Chicago. In these districts competition is the keenest probably of anywhere in the world. W. F. Smith was placed in charge of the Chicago office and W. D. Morgan in charge of the New York office. Both Mr. Smith and Mr. Morgan report that their sales have exceeded even what they themselves dared to hope for. We are informed that the character of the people to whom the Secor typewriter has been sold in the two districts mentioned and the repeat orders received, are exceptionally gratifying to the company.

The Secor Typewriter Company has worked along the idea that a good machine deserves a good organization to back it up, and the two managers have therefore been surrounded with a competent and enthusiastic corps of salesmen, the success of whose efforts is indicated by the fact that the Secor typewriter factory has been unable during the last sixty days to manufacture enough machines to fill the orders. Steps are now being taken to increase the factory output as rapidly as possible and it is safe to predict that the Secor will in the near future take its place in the front ranks of the typewriter army.

Something about the managers referred to in the foregoing lines may be of interest to the readers of Office Appliances.

W. F. Smith.

Few men are better known to the typewriter fraternity in the West than "Billy" Smith, manager of the Chicago branch. He has been connected with the typewriter industry for nearly fifteen years and has worked his way up from office boy through every branch in the sales department to the manager's desk.

He first became identified with one of the older companies at Peoria, Ill., and was afterward transferred to the mechanical department of the Chicago office, where he obtained a very thorough knowledge of that end of the business. From that department he was put in charge of collections and a short time later returned to the Peoria branch in a selling capacity. His success there soon brought him back to the Chicago sales department where he had entire charge of the detail, and within a few months he was made assistant manager.

At the time the L. C. Smith & Bros. Typewriter Company opened their Chicago branch, he associated himself with that organization as assistant manager under J. H. Newport, where his ability soon won for him the appointment to the position of manager of the Detroit branch of that company. Here his ability to build and manage a sales organization soon developed and for three years he was known as one of the most successful branch office managers in

the organization of the company which he represented.

From there he went to the Secor organization as manager of the Chicago office in charge of the Middle West territory and in less than six months has built a successful typewriter sales organization.

His congeniality and good fellowship have made for him many friends and his exceptional ability has earned for him the

W. F. SMITH.

distinction of being regarded as one of the prominent typewriter men of the country.

W. D. Morgan.

Perhaps among the most enthusiastic of typewriter managers in New York City is Walter D. Morgan, the man who is handling the Secor force in that city. Although a young man in the typewriter business, as we judge length of service, he has by his continued success proved his knowledge of the business and his ability to produce results.

Mr. Morgan entered the typewriter business as a junior salesman in the office of the L. C. Smith & Bros. Typewriter Company, Chicago, in 1907, and through his immediate success commanded rapid promotion. It is a peculiar coincidence that his typewriter experience has been closely connected with that of Mr. Smith, who is the co-subject of this article. When Mr. Smith was made manager of the Smith Brothers office at Detroit, Mr. Morgan was selected as his successor, in which capacity he served two years.

Wishing to gain more experience on the actual firing line Mr. Morgan resigned as assistant manager and accepted the assignment of a teritory with the same company. His success there is a matter of record and knowledge to many typewriter men. His ability to make and hold friends for both

Please send your book to

Name.....

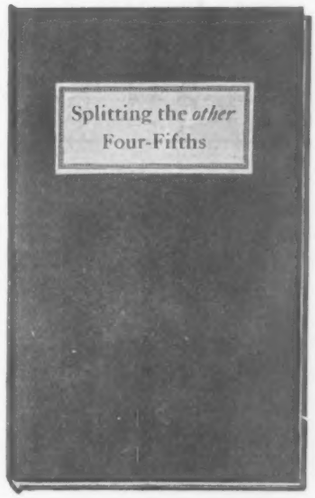
Address.....

.....

Title and Firm Name.....

.....

THOMAS A. EDISON Incorporated 205 Lakeside Avenue ORANGE N. J.



Tear off this coupon and get the book that tells how business correspondence is kept out of the sidings and is railroaded straight through from brain to type in half the time and at half the cost of your present stenographic method by using

The Edison Dictating Machine

The New Steel Cabinet Type

If the Edison Dictating Machine did more than to save your stenographer's time and, by removing all obstacles, increase her working capacity without increasing her effort, it would be well worth adopting for that reason alone.

It *does* all that, but *beyond* that and *far more important*, it saves *your* time and the time of your highest priced men—cuts the cost where the cost counts most.

It is of the utmost importance that you know just how these savings are made. This book will tell you in the simplest, briefest manner. Cut the coupon and send for it *now*.

TO DEALERS AND SALESMEN

The Edison Dictating Machine is the biggest thing in business appliances today. Offices, large and small, in all parts of the country, are your field. If the one big opportunity never knocked on your door before, here it is. There are still openings to be had with dealers handling the Edison Dictating Machine, or we offer efficient co-operation to men with small capital and full confidence in this big money making proposition and who want to take advantage of this opportunity to start in business for themselves.

Thomas A. Edison
INCORPORATED

205 Lakeside Ave., Orange, N. J.

Quality Office Chairs

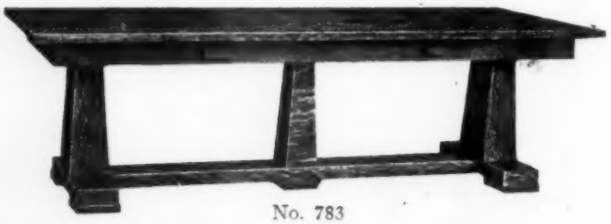
The quality of B. L. Marble Office Chairs is recognized by those who have tried their comfort and strength, and who are familiar with their beautiful design and finish.

Years of experience making high grade chairs for such particular purchasers as the United States Government, largest Railroad Companies, Insurance Companies, Banks, etc. have trained the men who make these chairs to use the utmost care in selecting and fitting every piece which goes into them. They can't be made any better.

Send for new 1912 Catalog showing the perfected Revolving Office Chair iron which is supplied on every revolving chair. The catalog also shows many new designs in this guaranteed line of Office Chairs, Settees, Stools etc

THE B. L. MARBLE CHAIR CO.
BEDFORD, OHIO

STOW-DAVIS TABLES



No. 783

Stow-Davis Business Tables enjoy an enviable reputation for beauty of design and stability of construction—the result of specializing in their manufacture for twenty-five years.

The most complete line of Directors, Office and Bank Tables on the market. The illustration above gives an idea of the good style and correct proportions of Stow-Davis Tables. Choice of styles, woods and finishes ranging in price from $4.50 to $450.00 Special design to order.

Sold by dealers nearly everywhere. Catalog on request. Address

Stow & Davis Furniture Co.

70 So. Front St. Grand Rapids, Mich.

himself and his company made it possible for him to stand always close to the top of this organization.

When Mr. Newport, general sales manager of the Secor Typewriter Company, was in a position to open the New York office he succeeded in securing the services of Mr. Morgan and his success in this, his latest effort, has been even greater than in any of his earlier capacities.

He is a veritable dynamo of enthusiasm and this, combined with his congeniality and pleasing personality, makes it possible

W. D. MORGAN.

for him to secure from each member of his organization the maximum of producing ability. He is making use of new methods of marketing writing machines, the success of which thus far is an earnest of even more gratifying achievements to come.

MEILICKE LOSES AND RECOVERS CAR.

The new "White" gasoline car belonging to C. A. Meilicke, president and general manager of the Meilicke Calculator Company, Chicago, was stolen on March 28th. He left the automobile standing on Michigan boulevard in front of the People's Gas building, in which his company's offices are located. An hour later when Meilicke returned to resume his trip in the car, he found that it had been taken. He at once put detectives and the police on the trail and was fortunate to have the car recovered within twenty-four hours. The thieves had driven it about one hundred and twenty miles and then had abandoned it at Fifty-Fifth and State streets. Evidently they had used the automobile on some burglar expedition. The side lamps had been removed and used as lanterns and the tool box had been forced open and some of the tools removed. Nevertheless, Meilicke

feels grateful to the thieves that they treated him as well as they did, as the car was not broken in any way, the lanterns, etc., were left intact and only a pair of nippers and a screw driver were missing.

A CORRECTION.

The March issue of Office Appliances contained the advertisement of the Whitney Self-filling fountain pen, manufactured by the Whitney Richards Company, Cleveland, Ohio.

This advertisement was correct, with the single exception that the price given for the No. 40 Whitney pen is $3.50 instead of $3.00. This mistake arose through some misunderstanding in the advertising department, and we take pleasure in making the correction in this issue of Office Appliances.

The Whitney Self-filling fountain pen is an ingenious device. The pen is filled instantly by raising the little lever and allowing it to fall back into its natural position. It is claimed that the Whitney Self-filler is non-leakable, and that it will not sweat or drop ink. It writes, we are told, with a steady, even flow, and starts the moment the pen touches paper.

The Whitney-Richards Company has an interesting proposition for dealers, and they will cheerfully supply all information concerning their lines and the terms they offer to anyone who will signify his interest by an inquiry.

ADDITIONS TO SAM'L C. TATUM PLANT.

The Sam'l C. Tatum Company of Cincinnati, has just added to its equipment a complete ruling and printing plant. The department was installed at considerable cost and the company was forced to put it in on account of the greatly increased business which has come to them of recent years. With the added facilities which this department will give the Tatum Company, they are in excellent position to handle all the business sent to them, no matter what the requirements of the customer.

A rather interesting circumstance came up in connection with the completion of this new department. It seems that S. E. Hilles, president of the Tatum Company, is now on a trip to Panama with Mrs. Hilles. A printed letter to Mr. Hilles was gotten up as soon as the new addition was in working order, appraising him of the completion of the new plant and wishing him a safe return from his trip to Panama. This letter was signed by the remaining officers of the Sam'l C. Tatum Company, the heads of departments and the members of the office force—eighteen people in all. The letter was directed to Sam'l E. Hilles, president of the Sam'l C. Tatum Company, care Hotel DeSoto, New Orleans, en route from Panama."

"In everything that he began * * * he did it with all his heart, and prospered." —2 Chron., 31:21.

Mr. Buyer INSIST on Seeing This New Model No. 24 Fox

Ask any Fox Dealer or Write US Direct

Nothing equal this New Fox. It is a typewriter that will meet the approval of the most critical operator. A single demonstration will convince anyone of this. We will make it at our expense if you will give your permission. New advertising now ready.

FOX TYPEWRITER CO. 3104-3114 FRONT ST., GRAND RAPIDS, MICHIGAN

Pull either side to tighten—Pull short end to loosen

PULL FASTENERS have made a place for themselves in thousands of offices which no substitute can fill The "Lawyers" (made of pink tape) retails for only $8.00 per 1000 in the 10, 12, 14 and 16 inch sizes.

PULL FASTENER COMPANY Rochester, New York

USEFUL PREMIUMS LASTING

POPULAR PRICED FOUNTAIN PENS AND INK PENCILS

YOUR FIRM'S IMPRINT ON EVERY PEN

WE MAKE

The Regular, Safety and Self-Filling Pens and All Styles and Varieties of Styles. Attractive Prices and Complete Illustrated Catalog upon request.

Agents Wanted

J. ULLRICH & CO.

135 Greenwich Cor. Thames St., Dept. 14 NEW YORK

Everlasting Metal Tip Guides

provide a permanent means of indexing your correspondence. You buy sectional cabinets to allow for your business growth. Why not buy a Sectional Index? By using an Everlasting Metal Tip Index, you may add to your original set indefinitely.

The metal strips are so constructed that the name strips may be removed or inserted at will. Thus your index may always be arranged to FIT your business.

Get a cheap set of transfer guides for your storage cases and keep your Everlasting Index in your current file.

Dealers

write for exclusive agency proposition. We furnish advertising matter under your own imprint and give you all the inquiries which come in to us from your own territory. The margin of profit is sufficient to make your exclusive agency a very valuable asset.

Write at once for full particulars

THE J. C. HUB MANUFACTURING CO.

1376-1380 West Third Street CLEVELAND, OHIO

EVOLUTION OF A BIG ENTERPRISE.

Some Interesting Points About the Weis Manufacturing Company.

TO describe the Weis Manufacturing Company of Monroe, Mich., as having emerged in its inception "from the mouth of a collapsible brush tube, like unto the Weis brush tube paste," or to say that "this business was started with a single patent magazine binder," does credit to the imagination of the editors and at the same time, to those who are not too literal minded, these figures of speech do certainly convey the idea that there must have been a strong and aggressive personality behind these comparatively inconsequential things to have built so big a creation from so small a beginning. No one denies that the magazine binder and the brush tube paste were the first salable Weis products, neither does anyone claim that these two things resulted in the present organization.

The founder of the Weis Manufacturing Company is A. L. Weis, the president of the company, who would have made a big business with or without the paste tube and the magazine binder.

Emerson said "Every successful enterprise is the lengthened shadow of one man."

If the growth of the firm could be attributed to any one cause it might be said that it is due to A. L. Weis' ability to organize a working and selling force that gets the business and delivers the goods.

To his untiring efforts may be traced the attracting of the other Weis brothers—from a wide field of endeavor, to his business which he had gradually shaped to supply each brother with a branch of work suited to his special business training.

Thus the matters of finances, credits, collections, etc., are handled by O. T. Weis. His years of experience in the lumber business also fit him for the purchase of the lumber, etc.

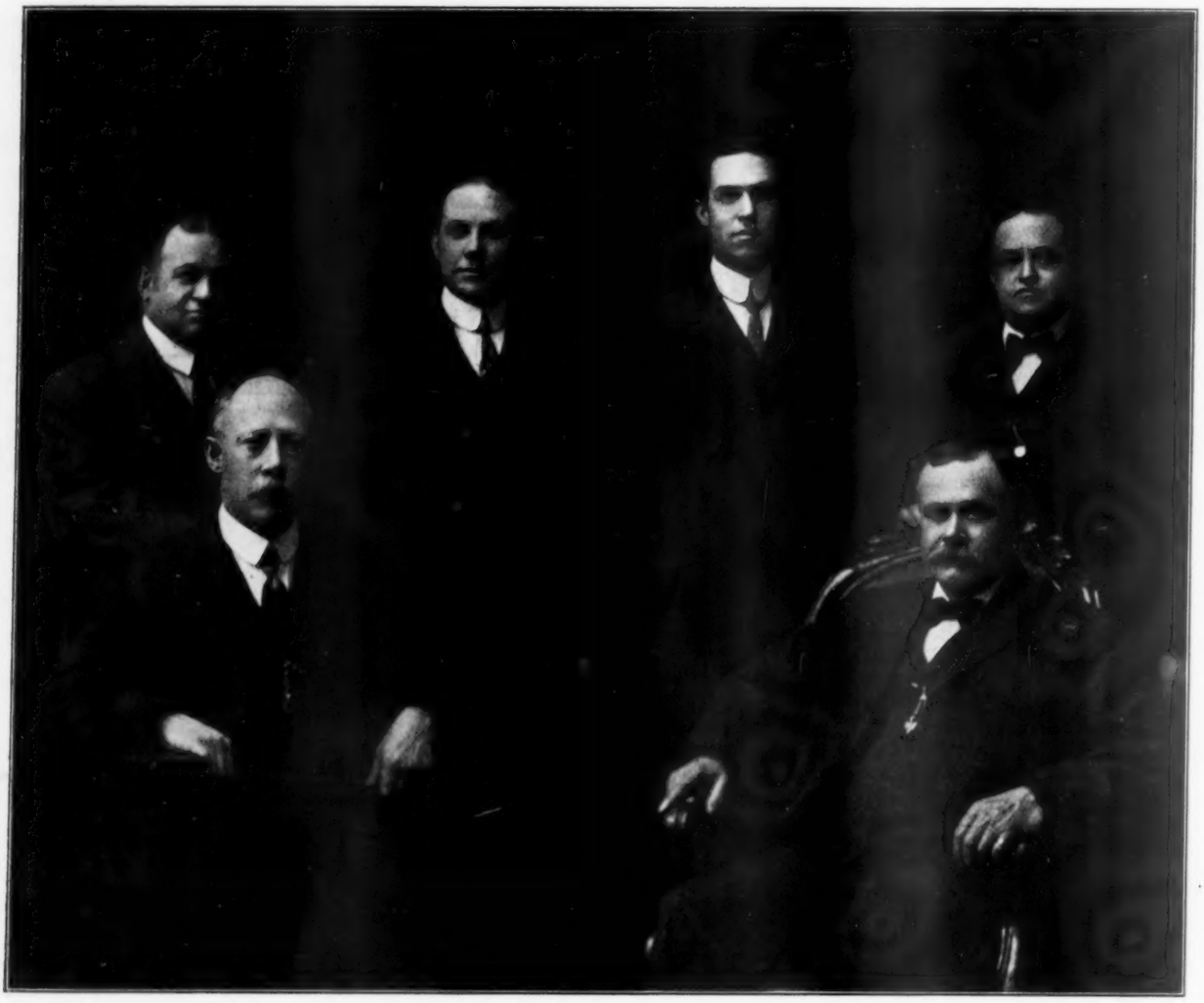
William C. and Frank N. Weis are both experienced designers and tool makers. With a fully equipped machine room, drafting room, etc., all drawings, patterns, as well as all special machinery, dies, tools, etc., are made in the present plant under their direction.

Edward J. Weis has long been selling Weis products in the Eastern and Southern States; but his aggressive work along convention lines and in the National Association of Stationers and Manufacturers, which has honored him by appointment to the official board has brought him a nation-wide acquaintance in the trade. That he is a natural and successful salesman is never denied by any one who has come in contact with him in a business way.

H. C. Weis, the youngest brother, has, almost since the beginning, shouldered most of the detail of correspondence, orders, etc. This is no small task in a concern which accounts for 50 per cent of its business to mail orders.

As this is a sketch of the growth of the company, the various parts taken by such enthusiastic workers as A. H. Denny, in charge of the New York office; E. E. Blankemeyer, who travels the Central States, and W. T. Hughes, the West Coast salesman; Paul S. Rumpel, in charge of advertising, and F. W. Ainslie, superintendent of manufacturing, as well as the efficient factory organization, will be passed over.

It would be difficult to conceive of an organization whose main departments are headed by men of more marked ability in their respective lines. The fact that they



THE SIX WEIS BROTHERS—EDWARD J. WEIS, ANDREW L. WEIS, OTTO T. WEIS, HARRY C. WEIS, WILLIAM C. WEIS, AND FRANK N. WEIS.

The P. & M. Loose Leaf Line
and Metal Parts

A BYRON WESTON Hinged Leaf

AT NO ADDITIONAL COST

The
WATER-MARK PROTECTS YOU

FLEXO
LOOSE
LEAF
LEDGER

The
SIGN OF A SATISFIED CUSTOMER

WHAT is the Flexo Leaf?

It is an all-rag Ledger paper made by Byron Weston Co., of Dalton, Mass., having THEIR hinge or flexible margin.

WHAT is THEIR Hinge?

By an ingenious process, part of the pulp is removed while the sheet is forming, leaving a strip one and one-half inches wide, thinner and hence more flexible than the body of the sheet.

WHY IS the Flexo Leaf superior?

Because in the mechanically treated leaf, the surface is roughened, thickened or destroyed, or the fibers loosened. In the Flexo, the hinge is sized and calendered like the body, and has about 90 per cent of the strength of the full thickness, and because:

It does not thicken the book at the binding edge.
It does not crumple or lose its stability.
It does not get out of alignment.
It does not tear, as the surface of the paper is not cracked.
It is equally flexible both ways.
The hinge is calendered on both sides, and rules and prints perfectly.
It lies FLAT and solid, and is all that could be desired.
And because the weakest part of the Flexo leaf is stronger than the strongest part of the paper usually offered for Loose Leaf Ledgers.
It costs no more than the ordinary leaf, if purchased from P. & M. Co.

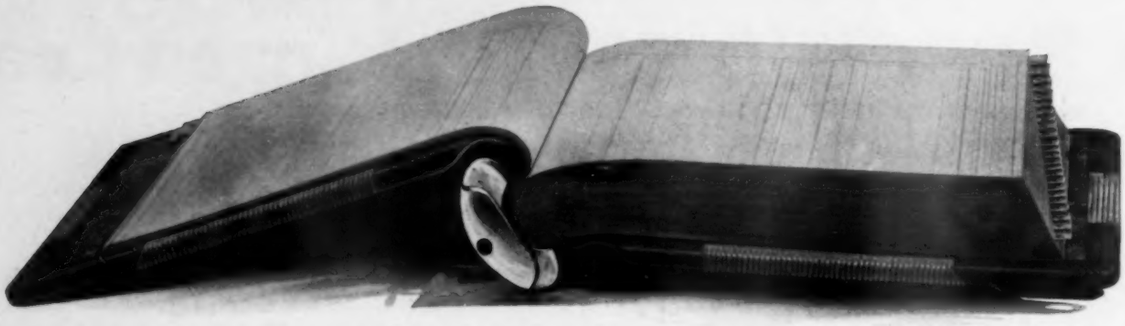
Do Not Fail to Specify Flexo Leaves

The Flexo Leaves will be carried in stock in two sizes—9¼ x 11⅞ and 11¼ x 11⅞, in four patterns of ruling, Double Entry Form 100; Center Dr. and Cr. Balance, Form 106; Wide Debit, Form 101, and Double Doubled, Form 108. Other sizes and patterns of ruling made to order on request.

SAMPLES SENT ON REQUEST

THE PLEW & MOTTER CO. CENTER AVE. AND WEST MONROE ST. **CHICAGO, ILL.**

The P. & M. Loose Leaf Line
and Metal Parts

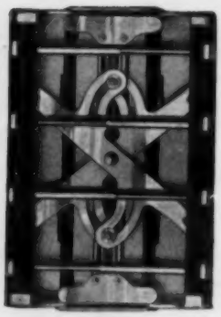


The P. & M. Steel Ledger and The Weston's Flexo Leaf

THEY PERFECT EACH OTHER

THE above illustration shows the combination at its greatest disadvantage, yet note the FLAT and LEVEL writing surface offered to the pen. The rotating back makes this possible on either side wherever the ledger be opened. You cannot exaggerate the quality or convenience of this combination.

The P. & M. Steel Ledger is superior to any other for several valid reasons:



At the Maximum

It has greater expansion than any other Steel Ledger.
It has fewer parts and is less liable to get out of order.
The expanding mechanism gains rigidity by expansion.
Its hinges permit a flatter opening than any other.
The leaves can and do follow the curve of the hinge, forming a solid surface for the pen.
Only the finest of suitable materials are used in its construction.

When you have sold the P. & M. Steel Ledger to your customer, you feel that sense of satisfaction which comes from having rendered him a good service. No better device can be made at any price.

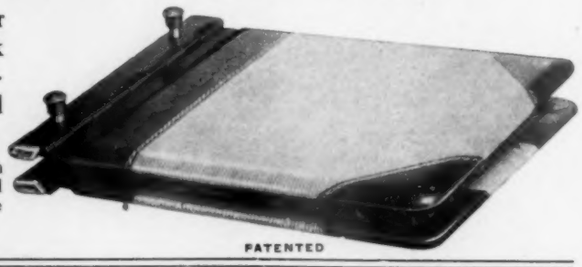
All popular sizes carried in stock. Two widths of back, 1¼ and 2⅛.

The Piano Hinge Sectional Post Binder

A Fit Companion for the P. & M. Steel Ledger

The handsomest and strongest Sectional Post Binder on the market. The hinge lugs and tube containing lock are formed from one piece of sheet steel and are indestructible. The lock operates quickly and with equal power on both posts. It cannot get out of order.

The Ideal Binder when made non-protruding post style for Cash Sheets, Journals, Pay Rolls, Distribution Records, etc. Ask for general Catalog No. A-11, describing the largest and most varied line of Loose Leaf goods on the market.



PATENTED

THE PLEW & MOTTER CO. CENTER AVE. AND WEST MONROE ST. **CHICAGO, ILL.**

are brothers makes this the more remarkable.

The spirit of A. L. Weis dominates the entire institution. He is an indefatigable worker, who is best contented when the difficulties to be overcome and the work to be done are the greatest and hardest.

"Happy is the man who has found his work."

In the manufacture of the various products there is one principle that always predominates—that is "service." If there is an insistent demand for any article in the line the demand is filled with an article **that will do its work well.** That is the prime factor. With the many practical minds in the organization it takes but a short time to find the short cuts in construction—having of material and labor considered in its manufacture—to produce a serviceable, salable product.

Weis products are carefully constructed, and there is about them an individuality which commends them to dealers and customers alike, the chief requirement being that they shall serve their purpose well and give just a little more than is promised in the advertisements.

Co-operation extends not only through the various departments in the factory, but as well to the dealers who are helping make the Weis institution possible. Weis advertising features the "dealer"—it is through the dealers' good will and their co-operation that Weis goods are so extensively sold.

Supplying salable goods, well advertised, to the dealers at a price at which the goods be readily sold, at a reasonable profit, is the Weis policy.

The "chapters" of Weis history are marked by factory buildings.

A new building, four stories high, with 45,000 square feet of floor space has just been erected.

The bindery and printing departments, as well as the stock rooms for finished card index material, etc., will occupy the greater part of the new building.

Cabinet, finishing and trimming departments, as well as the bindery, have long been crowded in outgrown quarters, and the added space will afford them much more room.

The original building at Monroe, where the company moved from Toledo about six years ago, is a two-story structure. Two years ago a three-story addition, which about trebled the floor space, was put into service. The present addition makes three fair-sized buildings in six years.

There is little likelihood of a cessation in this company's growth. The present business is but a stepping stone to a greater one.

"Get thee hence for this is not thy rest," seems to be the motto.

While contented with what has been accomplished, they are not satisfied—and never will be—for they know that "rest" means "rust" and that to be "satisfied" is the death of progress.

"Push clears the track; people get out of the way of an energetic man. Even small ability with great energy will accomplish more than the greatest ability without energy. If fired from a gun with sufficient velocity, a tallow candle can be shot through an inch board."

INTERESTING TYPE DUPLICATOR.

The Lettergraph Multiple Typewriter is the name of a device which is being marketed by the Lettergraph Sales Company, 804 Maryland Trust Building, Baltimore, Md. The machine uses standard type that matches that of the typewriter. The impression is made by a rubber roller passing over a flat bed which supports the paper type and ribbon. The machine, it is said, will print from electrotypes of wood and wax engravings. The machine has a flat bed upon which the type is assembled. A white ribbon is employed and it is claimed that the traveling platen, used in connection with the machine, insures equal pressure upon every part of the type. The ribbon movement is automatic.

SIMPLEX BUSINESS TO BE CONTINUED.

It is stated that the affairs of the Simplex Manufacturing Company of New York are at present in the hands of a temporary federal receiver, who has been given permission to carry on the business. The idea, we are told, is, if possible, to sell it as a going concern. It is stated that Mr. Drummond of the Drummond Ludlow Company believes that if some live business man would put ten or fifteen thousand dollars into the Simplex business it would offer a splendid chance to make money. He would like to get in touch with someone having money to invest, as he believes he can demonstrate that the Simplex proposition will be worth while. We are told that the Simplex plant must be sold in the near future as a going concern, otherwise it is stated that it will have to be thrown into bankruptcy.

PLANT OF THE WEIS MANUFACTURING COMPANY, MONROE, MICH.

OUTLINE OF LOOSE LEAF HISTORY

An Attempt to Trace the Development of the Loose Leaf Idea Down to the Present Time

EDITORIAL NOTE.—We approached this discussion of the origin and development of the loose leaf idea blithesomely, almost gleefully. We emerged from it tattered and limp. It is some job to trace the history of a proposition so big as the loose leaf industry. We had thought that in this industry, which is one of the newest in the field, it would be very easy indeed to find out who made the first loose leaf book, but we were very soon confronted with the question, what constitutes a loose leaf book? One of the big loose leaf manufacturers in a recent letter to Office Appliances, says: "The writer has personally met more original loose leaf inventors than the combined statistics of the literary world could show for original authors of 'Beautiful Snow.'" After all, perhaps it is not of so much importance that we trace a direct line to the fountainhead, but it is much more important that the investigations we have pursued have been rather careful and thorough and that the results here set forth were attained after many conferences with loose leaf men and much correspondence and examination of data. We do not expect to achieve a perfect loose leaf history in one article, but we believe that the results here set forth will be valuable not only to the dealers, but to the loose leaf manufacturers, and certainly the things that we have discovered are interesting and may serve to provoke a further discussion of the subject which will bring out facts no doubt that we have not been able thus far to find.

WHILE the original conception of the loose sheet idea is very old, the loose leaf business as a specific branch of the office appliance industry is but little over twenty years old—barely, perhaps, past its majority. It is worthy of note that, with one single exception, every device which has survived the test of time in the loose leaf field, and which has developed into an integral part of the loose leaf systems as we have them today, originated in the United States. The single exception to this rule referred to is the Tengwall prong binder, which is of Danish origin, and was brought to this country by Erik Krag shortly after the World's Fair. Mr. Krag was a friend of the inventor and obtained from him the American rights to manufacture this device.

Probably no loose leaf device has ever been created which has been so little changed in the course of time, for the Tengwall binder in its principle is the same today as it was eighteen or nineteen years ago. The patents on this device, of course, have long since expired, and it is made by a number of loose leaf manufacturers.

As the United States is the home of the loose leaf industry, so Chicago is the very center of the business, containing more successful loose leaf factories than any other city in the United States, or than all of the other cities in the United States put together. And it is worthy of note, too, that every loose leaf concern, both here and elsewhere, is prosperous, and that loose leaf devices are shipped from Chicago to practically every country in the world where accounts are kept.

To discover the originator of the loose leaf idea would be a matter of insuperable difficulty. Probably the first man to use the loose memorandum principle was the fellow who indited his memoranda of sales or credits by means of a notched stick or chiseled them out of the surface of a flat stone. It is fair to say, taking this view of the case then, that the origin of loose leaf is lost in the mists of antiquity. The original records were not kept in bound books. On the contrary, bound books are a comparatively very recent method of recording events. The loose leaf idea has, therefore, been in use for ages. Perhaps the sharpened wire hook was the first loose leaf file. What the next adaptation of it was is somewhat of a mystery. It might have been a duplicate memorandum charge or sales slip similar to those which are used by merchants at the present time. This is a loose leaf arrangement which provides the customer with a receipt and at the same time offers a separate memorandum to file for the benefit of the accounting department. Another method in use was the box file, which followed the use of pigeonhole receptacles in office desks where various memoranda had previously been filed. This box file, with a convenient alphabetical or numerical index system, was perfected by W. A. Amberg of Chicago in 1868.

Some Old Patents.

An examination of old patents is very interesting. A general view as to the origin of the loose leaf system is that the first loose leaf patent was dated about 1892, but the patent offices contain patent specifications and drawings of loose leaf devices dated as early as August 11, 1843. The patentee was J. Nock and his device showed a temporary binder. The patent number was 3218, which in itself is a rather interesting circumstance showing that there were not so many patents applied for in those days as there are now. The Nock binder mechanism was operated by a double-threaded screw, the threads running in opposite directions from either end. This screw was attached to levers which, in turn, were attached to one side of the binder and when the screw was released it served to open up the binder. When screwed down home the binder was closed tight on the sheets. Curiously enough, this old temporary binder was built with a round back which offered considerable opportunity for expansion, although of course it was a very crude arrangement. Another interesting patent is dated January 15th, 1878. It was taken out by J. H. Van Pelt and was for a temporary binder. Here the Nock idea is amplified into a double system of levers, with a key instead of a nut to operate the screws. This expanding mechanism was on the clubskate principle, which is familiar to everybody. Another patent which appears in a lot sent us by H. E. Dade, of New York, whose interest in loose leaf began many years ago, is one taken out by C. E. Doyle in 1885 for a press copying book. This idea provided a round back book made in alphabetical sections, one of which could be removed at will. Ten, twenty or any desired number of copying paper sheets, with a separating sheet of heavy paper, with an index provided at the edge, formed one of the removable sections. The book, when complete, contained a section for each letter of the alphabet. The cover was made of heavy cardboard, each cover having a metal strip secured to its rear edge and extending beyond the top and bottom edges of the cover. This strip was bent at right angles to the cover forming arms, the arm on one cover being slotted and on the other cover socketed so as to receive the ends of the opposite arms and provided with small spring ratchets to engage the slots and hold the two covers firmly in place. From one of the strips of metal two or more pins or studs projected, passing through holes formed in the sections holding them together. A suitable backing made the whole book resemble in outward appearance a book bound in the usual manner.

In 1883, however, another form of loose leaf book appeared, which was the invention of James M. McCleery, a shipping clerk, and a Mr. Page, a bookkeeper, both employed by the Selz-Schwab Shoe Company of Chicago. This was merely a spring back binder, made to hold order blanks, and was known as the Page-McCleery sys-

tem. Each order blank had two holes to enable it to be filed on an ordinary post transfer book. These post transfer binders were even then, by the way, in quite common use. The Page-McCleery system was manufactured by the firm of Rubel Brothers in Chicago in the early eighties and is used today by large wholesale houses in groceries, shoes, hardware, drugs, etc. Rubel Brothers left here twelve years ago and moved to a small town in New Jersey. None of the original Rubel concern is now in the loose leaf business. There were four brothers, three of whom are dead. The surviving brother is now a resident of Chicago. It is said that the aluminum spring back holder for loose sheets was invented by John F. Cordes, who also originated the slotted lock binders about 1893.

One of the earliest marketable loose leaf binders ever put on the Chicago market and sold as such, was the invention of Leon M. Leslie. This was patented in 1892 and was manufactured for some time by H. H. Hoffman Company, of Chicago. The mechanism of this binder consisted of triangular posts at each end, one triangle slipping over the other and held in place by a thumb screw. Releasing the screws would permit the binder to expand to the desired thickness for the accommodation of as many leaves as the length of the sliding triangular arrangement would permit.

The Morehouse patents, the invention of Cyrus E. Morehouse of Milwaukee, one of whose patents was issued on January 2nd, 1894, provided for a binder to be formed of two simple right angle pieces of metal, joined by two posts and telescoped, one over the other, for the accommodation of the minimum number of leaves, the maximum thickness of the book being limited only by the length of the projecting posts. This patent offered a screw mechanism, the screw forming the upper portion of the projecting post and a socket or receptacle for the screw forming the lower portion. Releasing the screw permitted the binder to expand as desired. Mr. Morehouse began developing his idea somewhere about or just previous to 1890, and the very first Morehouse patent, which combined both the loose leaf and expansive features, was dated December 8th, 1891, and the device was the now familiar post and screw in the open back cover. The post and screw seems to have antedated the prong idea, which appears to have become first known about 1893. The next development of the Morehouse idea was the telescopic back above described. The original Morehouse devices were mainly applied to albums, tariff files, binders for periodicals, etc. Ledgers and price books were simply incidental, a side line, which was at first considered quite subsidiary, much more importance being attached to the loose leaf catalog of which the Heinn Company, owners of the Morehouse patents, is said to be the originator.

A working model of a loose leaf binder, patented by Doctor A. G. Blencoe of Bardstown, Kentucky, was shown in Chicago in 1892 or 1893. A gentleman who examined this device during the World's Fair in Chicago in 1893, remembers it as having been somewhat along the prong idea which, however, was not practically developed until Eric Krag purchased the American rights to the Tengwall binder.

In 1896 the H. H. Hoffman Company of Chicago patented a lock ledger, operating on ratchets, with two end boxes for holding the sheets, and no posts. Spring posts were afterward put in for quick action. A patent by an Englishman, O. F. Westrup, in the fall of 1892 provided a loose leaf book with chains to take the place of posts, similar to the manner in which strings are now used in binders for periodicals, newspapers, etc. This indeed was designed to be a periodical binder.

Another Leslie patent was dated April 20th, 1897, and was intended to be an improvement upon previous patents. This was a lock binder with a lock placed in the back. A patent taken out in 1895 provided as an expanding mechanism a ratchet device, the stems being on each end of the back with two telescopic posts in the middle. A simple mechanism released the ratchet at each end and tightened it again when desired.

The loose leaf field is very rich in old patents, many of which were never placed on the market in a practical way and many of which involved principles later adopted by manufacturers of loose leaf books. The conception of a loose leaf book with a round back was an early idea, yet this does not detract from the success of the man who first made a successful marketable round back ledger. Some claim that the first practical loose leaf ledger was a combination of useful and peculiar features in a binder, with correspondingly useful and peculiar features in the sheet, patented in 1895 and 96 in Great Britain and in the United States, respectively. By having a securely locking binder made with telescopic posts, rigidly fixed at both top and bottom covers, which posts passed through slotted holes in the sheets, the post being removable when the ledger was unlocked and passing through closed holes, not slots in the sheets, several things were made possible. When the ledger was unlocked and the removable posts taken off, the sheets could be slipped off the fixed posts and similarly inserted, and when the removable posts were reinserted, the sheets were securely held in place, whether one or a hundred. This had been impossible theretofore. This ledger found an extensive market in the United States and Canada and is said to be the first to have been manufactured and marketed in Great Britain from where its use spread to other parts of the world. We are told that the patent on this ledger was sustained on all of its claims, after suits in the United States and Canada, and is said to have been the only one to have had such an experience.

Obviously to go into details with regard to every improvement made in loose leaf during the last twenty years would be a task presenting almost insuperable difficulties and demanding not an article, but a laborious volume of formidable proportions.

As we have seen in the foregoing one of the first loose leaf binders to be marketed in Chicago was the Leon M. Leslie binder, which was made by the H. H. Hoffman Company and became a real commercial proposition. Leslie, however, did not remain in Chicago, but left, taking up business in the East and becoming associated with the staff of the William Mann Company, of Philadelphia.

The Morehouse idea came into the market shortly after the Leslie binder was invented and became a paying proposition, the principles of the Morehouse patents being profitably employed to this day. Morehouse was an energetic man and made a number of improvements on his original patent granted to him in 1894. The Heinn Company, of Milwaukee, is the owner of the Morehouse patents at the present time, and in connection with other useful developments in the loose leaf field, is producing a strong line of loose leaf devices.

The idea of joining the flat angles of the Morehouse binder with two or more springs instead of the two projecting posts, was a later development of the Morehouse idea. This spring binder attained some popularity and was regarded as an improvement over its predecessor. Following the spring binder came the binder which preserved some of the original ideas, but attained its expansive and contracting mechanism by a system of levers worked by a screw and key upon the principle of the club skate mechanism. It must not be forgotten, however, as already pointed out, that a patent was issued as early as 1843 on a binder embodying one-half of the lever principle employed in the club skate; or rather, perhaps, it might be clearer to say that the Nock patent of 1843 was a screw and series of levers on one side, instead of a screw and double series as in the club skate mechanism. In both the Nock and in a later patent, taken out in 1878, as already pointed out, the club skate principle was foreshadowed. The screw employed was double-threaded, the threads on opposite sections of the screw running in different directions, both threads running towards the center of the screw. These threads passed through apertures in the end of levers which were attached by means of pins or axles to the expansive portion of the binder. Rotating the screw had the effect of contracting the binder or spreading it apart, according to the direction in which the screw was turned. Clearly this system would operate with one set of levers, both levers being on the same side of the screw. It is equally plain that a binder having a double set of two levers on either side of the screw would give double the expansion without materially increasing the weight of the mechanism. This was the club skate principle which, however, does not seem to have been applied with commercial success for quite a number of years, indeed, not until the loose leaf idea as a whole began to be taken up by the business world some eighteen or twenty years ago.

The first loose leaf mechanisms were made of steel, but the inclination was, apparently, to make these steel plates a little too cumbersome for convenient use in book binding. Various refinements of the original models were devised, such as round back ledgers in imitation of the regular bound back. Leather and cloth covers were employed and all the finer bindings were used, according to the grade of the goods, even at a comparatively early date in the loose leaf industry. In the early day —some two decades ago—the loose leaf maker had no practicable medium, except steel, which would give the requisite strength to his mechanism without being too expensive; but by and by the increasing cheapness of aluminum brought about its use for loose leaf ledger backs, and for a time a great many loose leaf backs were built of this metal, except for those mechanical parts on which the greatest strain came, such as the levers, posts and lock mechanism. Aluminum was discovered to be brittle, but fortunately the general introduction of automobiles about this time brought about a large demand for a thin, tough, light steel plate, which was found to be eminently suitable in the manufacture of loose leaf ledger backs so that it now has come to pass that loose leaf manufacturers are able to construct a book of inexpensive steel which is actually lighter than the aluminum back loose leaf books.

We have already seen that the idea of constructing a round back loose leaf binder was conceived a good many years ago, but an old patent which embodied this idea incidentally never seems to have been brought before the public as a commercial proposition, so that one of the first inventors to devise a round back loose leaf book, which should be at once sightly, durable and practical, was the late Harvey P. Jones, widely known as the inventor of the Harvester Twine Binder, the Hand Drop Drill and many other useful machines. The idea of a merchantable round back loose leaf book was suggested to Mr. Jones by his son, W. Gifford Jones, who was the representative of a Chicago loose leaf company, two or three years after the World's Fair. It was sometime between 1896 and 1898 that the idea of a round back ledger was worked out by Mr. Jones, for the patents were granted to him in 1898, and the inventor, with his two sons, W. Gifford and Harry S. Jones, organized in 1899 the Jones Perpetual Ledger Company. The Jones members of the original company sold out their interests about three years after its organization, but later on, having devised several improvements and new devices, they organized the Jones Improved Loose Leaf Specialty Company. Harvey P. Jones, the inventor, died shortly after the organization of this company, leaving his two sons as the sole owners of the business.

The Post Binder.

The idea of a binder with a base, top and threaded posts is a very old one. Such binders were used extensively in railroad offices many years ago and are still almost standard equipment for the filing of bills and a large mass of accumulated detail which goes to make up the routine of the railroad office business. We have not been able to discover when the original post binder was first put in use nor by whom it was invented. J. A. Mudd, of the Chicago Binder and File Company, states that a form of extension post binder with two posts at the end of a strip holder with holes punched in the sheets, was in use probably thirty years ago. At any rate, it was one of the office devices which Mr. Mudd was familiar with when he first went into another line of business as a young man. But we are told that the first loose leaf binder with the sectional posts was invented and made by Jacob Wolfe in 1893 in the city of New York. Jacob Wolfe sold a large number of these binders to the new York Central and Hudson River Railroad in the same year in which he put his invention on the market.

The Wolfe invention evidently followed the old projecting post binder which, except as a receptacle for papers and orders which had been disposed of, was more or less of a cumbersome appliance. The sectional post binder was, therefore, a long step in advance, and binders with sectional posts are still on the market and have maintained a strong position in the loose leaf field. In the sectional style, the posts are divided into short sections with screw threads, each section fitting into the one beneath. Thus, the book would be either half an inch thick or as thick as the number of sections one cared to build up.

Following the sectional post binder, came the collapsible post binder, the posts telescoping into themselves so that as the book grew in thickness, the posts accommodated themselves to the increased bulkiness of the volume without requiring any attention from the user of the book.

Every system mentioned from the Morehouse patent down, is in greater or less use today, for the sectional post binder, the straight post binder and the collapsible post binder are all employed, and each one has its certain uses. The straight post binder is very often used now for ledger sheets which are stored away where accounts are closed and nothing remains to do with them except to keep them for reference. Sectional post binders and collapsible post binders are used in very large numbers throughout the country and are made by loose leaf manufacturers generally. The loose leaf ledger now is so made that it only is as thick as its contents plus the thickness of the cover, and the product has been so refined that loose leaf books now bear a handsome appearance and are of more durable construction than the old fashioned bound ledgers.

The development of the loose leaf system in accounting brought about many wholly unexpected uses. Among these are the employment of loose leaf books in banks and its use in the preservation of real estate and other records by county recording offices, tax officials, etc. The use of loose leaf books in such offices is increasing enormously, partly on account of the fact that it makes it possible to handle the business of the office more expeditiously and to typewrite the records upon an ordinary or a wide carriage typewriter, thus bringing about very great economies in time, labor and book space. Twenty years ago, the suggestions that banks and county recorders would ever use loose leaf would have been scouted as perfectly ridiculous.

The ramification of the loose leaf principle extend into every commercial field as well as generally into public record offices. Whole systems of bookkeeping now use loose leaf, nor is there any apparent objection to its use even from a legal standpoint. We have transfer ledgers, binders, loose sheet holders, loose sheet record books, systems for keeping records of cash sales by loose leaf, in fact everywhere where accounts are kept, the loose leaf system is found to be adaptable to every purpose.

One of the difficulties which manufacturers had to overcome in the old loose leaf devices was the fact that the book lay so high from the desk that the roll caused by the round backs or the incline caused by the flat back constituted a serious difficulty. This, however, was gradually overcome so that the leading binders at the present day are a very great improvement over the original type, although the same principles are still employed in the manufacture of most of them, with the exception of the thong type of binder, which has heretofore not been mentioned in this article.

The Thong Binder.

This thong binder made its appearance about twelve years ago and while originally a crude affair, its principles met with no little commendation and was cordially rereived by a large number of users. The original thong binder was constructed of round or practically round thong, folded in on itself in such a manner as to make four folds in the leather. On account of the four folds, the binding of the thong over the clamping bars caused a great leverage on the outside leather so that eventually the outer stock would crack. After the round thong principle had been in use for about four or five years, it was decided that a flat thong would be an important improvement. This flat thong was three-fourths inch wide and one-eighth of an inch thick and the results of its use were so satisfactory that an immediate change was made on all devices manufactured by the inventor from that time on. Although round thong binders are now made which are equally as strong as the flat thong binder on this same principle, but the four folds have been dispensed with so that the strain does not come on the outside, as it did with the old style round thong binder.

The thong binder is very elastic and will hold any number of sheets from one up to a thickness of seven or eight inches, if so many are required. One of the features of

the thong binder claimed by the manufacturers, is that it clamps securely along the entire binding edge of the sheets. The mechanism is in the lids of the binder instead of in the back. It is said to be very simple, using very few parts and that this fact makes for durability. The thong binders are one of the popular members of the loose leaf family, and are made by the Kalamazoo Loose Leaf Binder Company of Kalamazoo, Mich.

Steel Ribbon Binder.

Another system of loose leaf binding which has attained prominence and success is that adopted by the Proudfit Loose Leaf Company of Grand Rapids, Mich. The basic principle of the Proudfit system is the use of thin steel ribbons for leaf-holding bands. The ends of these bands are adjustably attached to the inside of each cover, the attached ends swinging with the cover. When the covers are opened the leaves are thrown up, or curved in the back as in a spring-back blank book. When the book is closed the edges of the sheets return into the back, giving the appearance of an ordinary bound book. Many refinements of mechanism and finish have been made upon the foregoing basic principle. One characteristic of these books is that they require even in the largest books only one and one-quarter inches binding margin for the leaves.

Other Post Binders.

A variation of the post binders is the folding post, which, we are told, was originated by the McMillian Book Company and placed on sale as late as 1910.

One of the early round back ledgers, it is said, was the "Mapsteel" ledger, an all steel back more rounded than the aluminum, which gave an improved appearance to the binder and rendered it very attractive to the trade. This "Mapsteel" ledger, we are told, was originated by the Seiber & Trussell Manufacturing Company of St. Louis, one of the first manufacturers to apply the loose leaf principle to price books.

One of the ledgers—variations of which are still in use—was the invention years ago of A. Opalla of Chicago.

The C. E. Sheppard Company of New York claims the honor of being first to market a screw mechanism using right and left thread.

Ring Books.

The idea of using sectional rings for loose leaf books appears comparatively early in the loose leaf game. We are told that the original idea of a ring note book was like the Shipman binders, except that it was fastened to only one side of the cover. From this, it appears, was conceived the idea of the metal ring which should snap into a metal hold. This, we are informed, was worked out by a man named Howe. Later J. Will Tree manufactured a note book, the rings of which were fastened to the book and opened in the middle. A Mr. Noble improved on this patent and formed a company known as the Perfection Note Book Company. So far as we have been able to learn this is the origin of the present and more successful loose sheet rings. In the original styles, each ring operated separately, whereas most of the note books now have the rings operating together. We are indebted for the foregoing information to B. E. Sanford, manager of the Cornell Co-operative Society of Ithaca, N. Y.

One of the first manufacturers of ring books was the Sieber & Trussell Manufacturing Company of St. Louis, now the Sieber & Trussell branch of the Boorum & Pease Company of New York.

The Irving-Pitt Manufacturing Company of Kansas City claims the distinction of being the first manufacturer to make a split ring book whereby the rings were held open or closed by spring pressure. Prior to the appearance of this book, ring mechanisms were made with different forms of slides for opening and closing the rings. Various refinements of construction, of course, were added from time to time to the original spring idea. The Irving Pitt Manufacturing Company makes a very large line of loose leaf goods and has been fertile in the origination of specific improvements.

Development of Flexible Hinge Sheets.

The need of a sheet which would lie flat when the loose leaf book was opened, was early recognized. At one time linen strips were pasted on the ends of the sheets, which were made of heavy stock. These strips received the perforations. This method was expensive, and has been long since abandoned. Lighter paper is now used, with the binding portion especially prepared to make that part of the sheet more flexible than the rest. One objection to the cloth hinge, in addition to its expense, was the fact that the sheet could be soaked off the cloth and another sheet pasted on without detection—or, at least, with the possibility of the tampering escaping the notice of those in charge of the book. To overcome these difficulties, and to produce a hinge which would be an integral part of the sheet, experiments were conducted even prior to 1899. One of the early patents for a flexible hinge for loose sheets was granted to William A. Vawter of Chicago, on April 11, 1899. The application for this patent was filed September 13, 1894, showing that inventors were at work on the problem at least prior to eighteen years ago. This early Vawter patent is interesting because it appears to approximate later inventions along the same line. The object of the Vawter invention was to produce an improved sheet to lie flat when opened out, having, as nearly as possible, perfect flexibility in those parts principally subject to flexure, and at the same time having strength, durability and neatness in the flexible section. The manner in which this object was sought to be accomplished was as follows: "At the point of principal flexure the parts designated on the drawing as A and A′ are connected by a relatively more flexible section, formed integrally with the portions A and A′. The increased flexibility of the strip or section as compared with the other portions of the sheets made in various ways, as for instance, described by forming the flexible portion less compactly, or of more spongy texture than other parts of the sheet. This can be readily done by supplying a less quantity of pulp to a certain strip or portion of the sheet of pulp from which the paper is formed. The subsequent compression and calendering of the sheet will leave it even thickness throughout, but more open or spongy in texture throughout the flexible portion forming the strip."

The foregoing is a substantial representation of the terms used in the original patent, which also sought to cover other methods of making a hinge out of the paper, including folding or crimping the sheet back and forth, accordion fashion, and then straightening again, and all other methods of securing a hinge in the sheet, except the pasting on of cloth strips referred to and certain perforations of the sheet which were expressly omitted from the claims of the patent.

Another patent for the same purpose was granted to Henry G. Razall of Milwaukee, Wis., on August 15, 1899, application for which had been filed September 23, 1897. Mr. Razall's method was to make a sheet with a plurality of closely assembled series of indentations or minute perforations adjacent to one end thereof, and with a substantial portion of the sheet left free therefrom, above and below the said assembled series.

A patent on a machine for treating paper for loose leaf ledgers to produce a flexible hinge, was granted to W. Gifford Jones and Henry S. Jones of the Jones Loose Leaf Specialty Company on January 23, 1906. With this machine they successfully produce the so-called Eureka flexible leaf, which itself was covered by a patent issued to them February 7, 1905.

The Berkshire Hills Paper Company of Adams, Mass., also produces a loose leaf ledger sheet with a mill-made flexible hinge. This sheet has been widely advertised and is extensively used, as is also the Jones Eureka method above described.

Another paper company to make the flexible hinge in its loose leaf ledger sheets is the Byron-Weston Company. This hinge is put in the paper during the process of manufacture.

Before the development of sheets made flexible at the turning point in the process of manufacture at the mill, and before the development of the special hinge treatment by machinery, a number of methods to hinged sheets were employed with unsatisfactory results. One of the most unique was a sandblast, a process which was never satisfactory and has long since gone out of use.

It has been our intention in the foregoing article to trace the origin and application of certain principles through which have come about the development of the loose leaf system. All these principles have been modified and applied in many ways, and the system which was originated

primarily for certain small branches of record keeping has developed into a complete system of accounting, now generally used and which is sure to become universal. Important improvements and changes have been made by each manufacturer. One of the most important of these is the application of the Yale lock to the operating mechanism. Locking devices of this or other efficient types are used by practically all of the manufacturers.

A representative line of loose leaf books and devices, such as is furnished by any of the principal manufacturers, embraces a book for every branch of accounting and record keeping. Loose leaf ledgers and books of account are now so perfectly made, so finely finished, that they are not to be distinguished from the highest grade bound books, like the handsome library volumes which are sometimes seen.

The fine, conscientious work of several different manufacturers of loose leaf books, the care and skill displayed in producing the finest possible goods, have made loose leaf a great industry, where otherwise it would have probably been a mere incident. Some manufacturers have established great plants, giving employment to large numbers of people. We append herewith an alphabetical list of leading loose leaf manufacturers in the United States, who supply the dealers:

Boorum & Pease Company, New York, an old line blank book manufacturer, now featuring loose leaf and operating the Sieber & Trussell branch of the Boorum & Pease Company, at St. Louis; Chicago Binder & File Company, Chicago; Chicago Shipping & Receipt Book Company, Chicago; The Hamacher-Hawkins Mfg. Co., Kansas City, Mo.; The Heinn Company, Milwaukee; Irving Pitt Manufacturing Company, Kansas City; Jones Improved Loose Leaf Specialty Company, Chicago; Kalamazoo Loose Leaf Binder Co., Kalamazoo, Mich.; Wm. Mann Company, Philadelphia; The McMillan Book Company, Syracuse; The National Blank Book Company, New York, old line manufacturer of blank books now featuring loose leaf; The Nelson Corporation, Chicago; The New Standard Loose Leaf Company, New York City; Plew & Motter Manufacturing Company, Chicago; The Proudfit Loose Leaf Company, Grand Rapids, Mich.; The C. E. Sheppard Company, New York; The Stationers' Loose Leaf Company, New York and Milwaukee; The Sam'l C. Tatum Company, Cincinnati; *The Tenacity Manufacturing Company, Cincinnati; The Tengwall Company, Chicago; Trussell Manufacturing Company, New York City.

The evolution from the crude forms of early days has not only produced a system of accounting that is in accord with modern ideas, but it has created a great industry. It constitutes one of the important branches in the field of office appliances. It is interesting to note that the loose leaf system was first promulgated by men of the Central West. The fact, the East being the place of manufacture of practically all of the older bound books, may account for the reluctance of Eastern manufacturers to produce the system. Certain it is, however, that for a number of years Eastern manufacturers of account books manifested but little interest in the loose leaf system. The advent of some of the Western men with factories or branch offices which they established in the East has stimulated interest in loose leaf in that section. The traditional reluctance of Eastern manufacturers to push loose leaf may, in a measure, account for the timidity of Eastern dealers in establishing loose leaf departments in their stores. This reluctance seems to exist in New York City only, although the dealers there, of late, manifested some inclination to give proper consideration of this very important branch of their business. This is probably due to the demand which the manufacturers have created for their product, without the slightest encouragement on the part of New York dealers—a condition, be it said, that probably did not exist in any other section of the country.

*This company and several other companies named do a considerable business in the manufacture of loose leaf parts. The Tenacity, we believe, being exclusively devoted to that line of business.

HOW TO SELL A LOOSE LEAF LEDGER

By L. R. Coppage, Sales Manager, Plew and Motter Co., Chicago.

FIRST: Know your article. Second: Demonstrate it. These two great principles in selling are essential to success in marketing any office specialty, and are absolutely indispensable in selling a Loose Leaf Ledger on the proper basis. Get, if possible, the full meaning of that term "proper basis." The success or failure of your Loose Leaf Department depends on how you sell the customer. He may want to buy a $5.00 outfit, but you sell him a $50.00 one because it is what he ought to have. Had you sold him the cheap outfit simply because it was easier to sell, you would not care particularly to refer to the subject one year after. On the other hand, if he is daily using a ledger outfit that was properly designed and sold, your stock—also that of your house—is constantly going up in his estimation.

There is something peculiar in how a thing that is just right minimizes the price that was paid for it.

Scientific salesmanship as pertaining to Loose Leaf goods, means first, complete knowledge of and confidence in your proposition; and second, a thorough demonstration.

Do not spread your fire. Select what you consider the best binder, sheets, and indexes, and stand or fall by it. You will win out more times than you lose by fighting hard for what you believe to be best, rather than quickly agreeing to get anything your customer happens to fancy. One does not need to be a bookkeeper to understand the application of the Loose Leaf Ledger System to varied lines of business. The principle of the Loose Leaf Ledger remains the same regardless of the business, yet the application of the principle varies according to the business. If you try to sell the same outfit to an undertaker that you would to a wholesale grocer, you at once destroy all confidence on the part of your customer in your ability to sell him properly.

In demonstrating, you have two results to accomplish. First, the practicability of your system and its advantages, thereby creating a desire for the system; second, the device, its mechanical features, durability, convenience, etc. Do not overlook the importance of a thorough demonstration of the mechanical features. The average American has a mechanical mind. He likes to see the wheels go round. Then again, he is really flattered by your going into detail with him. Don't undervalue this point and consider that the mere statement that your house stands back of the device is sufficient. Very few orders for Loose Leaf Ledgers (new outfits) are placed without some investigation, and if you have merely dealt in generalities, you are destined to see the business go to the man who has treated the subject in detail.

For demonstrating purposes, have convenient a complete ledger outfit, size 11¼x 11⅞ (about 2-inch minimum capacity), consisting of a current binder filled with sheets and index to minimum capacity only; also a Sectional Post Transfer Binder in the same style of binding, and containing an index—the duplicate of the one in the current binder, also have a mechanism handy. See that the sheets and indexes are properly trimmed and punched and work easily on the posts. If the customer is buying his first Loose Leaf Ledger, never lose sight of the fact that you know many times more of the subject in hand than he does; but in order to impart your knowledge to him you must actually go through the operation of finding the accounts, transferring the sheets, etc. Doing this once only is not sufficient. It is a good plan, during the time you are explaining the system, to be sliding the sheets along the posts, rotating the book on the desk, opening and closing the mechanism, etc. If a salesman is the master of his subject, he will appear to be going through these motions unconsciously, yet the cus-

Simplicity, Protection, Accuracy

IN the last ten years a great deal has been done to simplify and improve the methods of selling and production. Accounting methods are now receiving attention, and an improvement is beginning to take place.

Business today *admits* that in order to get the best results, quick and accurate records should be obtainable at a moment's notice.

The National Office Register stands for efficiency, simplicity and accuracy in handling records. The records shown on the adding wheels of a National Office Register are signals along the business highway. They can be referred to at any moment, and give the proprietor of a business the information that enables him to make correct decisions.

A National Office Register gives instantly information that otherwise is obtained only by lengthy figuring—it tells exactly how any branch or department of a business stands at any hour of the day.

By lifting a load of detail from the shoulders of the accountant it has put a new meaning on the word "bookkeeper," it has placed accountancy on a higher plane. It deals with totals—*classified totals*—not a mass of unrelated figures. It simplifies, shortens and increases the measure of a day's work.

The National Office Register stops mistakes and carelessness. It is at once a short cut, and guide and a check. You can install a National Office Register without disturbing your present system or creating new ones. No matter how specialized your business—how insolated its field—some one of our Office Registers can be made to fit your individual needs. If you are within the zone of mail deliveries the coupon makes it possible for you to investigate the National Office Register.

A request for information which will lead to a better understanding on your part of the day's accounting methods will cost you nothing—obligates you to nothing. And your increased understanding means a simpler, safer and better way to record and classify actual results in your business.

Sign and mail the coupon. Do it—TODAY.

The National Cash Register Company

Dayton, Ohio

Gentlemen: I want to learn more about your Office Register and specifically what it means to me.

Name.....

Address.....

Business.....

My position is.....

The New Automatic Addressing Attachment Applied to The Writerpress

Showing Automatic Addressing Attachment

Solves the problem of efficiency in direct advertising

Progressive business houses are awakening to the necessity of a more efficient method of handling their follow-up letter campaigns.

One WRITERPRESS EQUIPMENT insures the production of 5,000 to 10,000 *complete* typewritten form letters per day, including names and addresses; and with the

SIGNATURE ATTACHMENT a facsimile signature is affixed in a different color at the same operation.

With the AUTOMATIC ADDRESSING ATTACHMENT more than 1,000 envelopes, postal cards, mailing wrappers or monthly statements, may be addressed per hour.

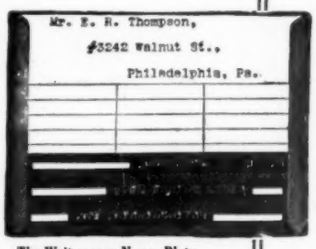
One WRITERPRESS, with AUTOMATIC ADDRESSING ATTACHMENT, is handling a 50,000 mailing list, and *entirely independent of the typewriting department.*

WRITERPRESSED letters produce better results than individually typewritten letters—your request will bring the reason.

The NAME-PLATE FRAMES holding the individual metal type composing the addresses also contain the address cards with provision for recording results, thus making an up-to-date index file. All material except the cards is used for making new addresses, and will last a lifetime; the cards may be kept for reference.

The AUTOMATIC ADDRESSING ATTACHMENT is the latest development of the correct, inherent principles upon which the WRITERPRESS is built, and is the crowning success of WRITERPRESS achievement—it settles the matching problem forever. WRITERPRESS ATTACHMENTS enhance the value of the WRITERPRESS fourfold.

Most business houses need the WRITERPRESS. To determine its adaptability to *your* needs, write today for descriptive literature, samples of WRITERPRESSED letters and ink printed office forms.



The Writerpress Name-Plate

The Writerpress Company

New York Office
302 Broadway

SHELTON, CONN.
Dealers Everywhere

Chicago Sales Office
203 S. Dearborn St.

tomer will be openly impressed by the ease with which the ledger can be operated.

Many chapters could be written on the fine points of selling a customer his first Loose Leaf Ledger Outfit, but for lack of space the entire matter may be summed up in the following:

Lead your customer, rather than force him, to a decision.

Never wait for a positive "Yes" or "No."

Be always a step in advance, and if he seems favorably impressed, consider the matter settled and proceed to write up your order. Many an order is conceived which never breaks through the shell of conservatism for lack of help from the outside. Don't be afraid to take some responsibility for breaking the shell. It is human nature to try to shift responsibility, but if the salesman is secure in his belief that what he is offering will benefit his customer, he can well afford to take the responsibility.

It is a regrettable fact that too many dealers do not have their loose leaf departments arranged for the best results. Instead of the ordinary shelf and counter much could be gained by the use of a convenient table and a comfortable chair. Too frequently the salesman, when the customer approaches the counter and expresses his interest in loose leaf, draws a certain book from the shelf with the remark, "We have this one for so much, and this one," drawing another from the shelf, "is so much"—and off he goes on a general talk about price and quality of the goods.

The customer for loose leaf books should be invited to occupy a comfortable chair near the convenient table mentioned above. Inquiry should be made as to the nature of his business, the number of his accounts, the system which he has employed before and all other matters relating to his business which will have an effect upon the kind of books he will install. These matters should be gone over very carefully before any price is quoted; indeed, once the information is acquired the salesman will be better equipped to name the price than the customer.

While in one sense the book is a matter of merchandise which is to be sold, it is a fact that it is the system upon which the construction hinges. It is the use to which the book is to be put that determines the choice to be made. When the salesman has acquired all of the necessary information and has presented the proposition intelligently, the price becomes a matter of secondary consideration.

The loose leaf department can be made a very profitable branch of the dealer's business. Those who select a certain line of goods which, in their opinion, best meets the requirements of their trade, and who also make a study of the needs of the individual customer, are getting splendid results and increasing the prestige of their business.

"The earth is like a road, a poor place for sleeping in, a good thing to travel over."
—N. D. Hillis.

MILLER RETURNS TO PITTSBURGH.

Forrest P. Miller, who became manager of the furniture department of the Brown, Treacy & Sperry Company of St. Paul and Minneapolis last June, has returned to Pittsburgh to become a stockholder in the Baker Office Furniture Company in that city. Mr. Miller put in six years with the Baker Company under the leadership of E. E. Baker, its president, and is one of the brightest, most energetic and successful men in the office furniture field. His methods are forceful and clean-cut and his

FORREST P. MILLER.

record is one which justifies the expectation that he will continue to grow in his work and put over many good deals for the Baker Company.

COMPREHENSIVE CATALOG OF STEEL GOODS.

The General Fireproofing Company of Youngstown, Ohio, has recently issued a very complete catalog of ALLSTEEL filing cabinets and office furniture. The book is done in embossed gray covers with gray lettering on a brown background. The interior covers are of gray with brown border and with the "Allsteel" trademark featured in the outside lower corners.

The book contains sixty-four pages exclusive of the cover and is illustrated copiously in the actual colors of the different goods. The catalog describes the complete "Allsteel" line and gives an admirable index to its contents on pages 4 and 5, by reference to which it is possible for the reader of the catalog to turn to any device in the line, at a moment's notice.

This catalog is practically a text book on the "Allsteel" line of filing devices and other steel goods and should be in the hands of every dealer who is interested in the filing cabinet proposition. Copies may be obtained on application to the General Fireproofing Company of Youngstown, Ohio.

The IMPROVED
GUARANTEED
INDESTRUCTIBLE

Clipless Paper Fasteners

An innovation and positive economic office necessity that eliminates the expense of clips and pins, and saves 55% filing space.

THE Clipless Paper Fastener employs no metal or foreign material of any kind, but will fasten together securely from two to ten sheets of paper, making its own fastener from the paper itself by cutting a tongue out of the paper and drawing it back through a small slot. All done in one operation; nothing left to be done by hand.

(See illustrations in upper corners.)

Retail Price $3.50

STAND MACHINE
Height 5 inches

Retail Price $3.50

HAND MACHINE
Length 6½ inches

The Improved style "Clipless" can only be purchased from us direct.

The *New style* "Hand" Clipless can be distiguished from the *old style* by the absence of springs in the handles (see illustration). It is also equipped with an automatic tucking device, and an adjustable shear plate; stronger handles; cuts a little longer tongue, and has a greater capacity—fastening more sheets of paper than did the old style, the manufacture of which we have entirely abandoned. The IMPROVED Hand Machine is the height of mechanical art and perfection.

We have a number of the re-built old style containing none of the new improvements, but having the springs in the handles, which we will sell at a ridiculously low price. They are branded "Auto Paper Fastener," and others "Clipless Paper Fastener." our two trade names.

The "Clipless" Stand Fastener is an ornament to any desk; performs the same fastening as the New Hand Machine; has all the latest improvements, is mounted on a felt base. Handsomely finished in nickel, retails at $3.50. Also in solid polished brass, retails at $5.00.

SALESMEN—Write for prices and discounts.

BEWARE OF IMITATORS AND INFRINGERS

Clipless Paper Fastener Company

Sole Manufacturers and Distributors of

AUTO AND CLIPLESS PAPER FASTENERS

NEWTON, IOWA

QUALITY

Twenty-two years on the market has demonstrated our claim for Quality in

BERKSHIRE TYPEWRITER PAPERS

It would be hard to conceive of a more complete aggregation of high-class business papers, embracing every variety of finish, texture, strength, thickness or size required by the professional business world, each variety the best of its kind.

SERVICE

With unexcelled facilities for manufacture and delivery, immediate shipments can be made with greater economy than from any other line BECAUSE all the varieties may be drawn from one source — one shipment—one order.

LARGE STOCKS constantly kept of nearly one thousand different numbers, including Old Berkshire Mills and Crane & Co.'s Bonds as well as Berkshire Manuscript Covers in thirty different numbers, colors, quality and weight.

EATON, CRANE & PIKE CO.

TYPEWRITER PAPER DEPARTMENT

PITTSFIELD, MASS.

NEW YORK OFFICE:

Brunswick Bldg. 225 FIFTH AVENUE

INTERESTING STEEL CABINET SYSTEM.

The Unit Steel Cabinet Company of New York City has just sent out to the trade two very neat and useful little folders giving details and illustrated information concerning the Unit Steel Cabinets. One folder shows how the Unit cabinets can be built up, sixteen small units joined at the top and sides, to make a neat and serviceable typewriter desk containing, of course, sixteen drawers for card reference. Another cut shows the units built up about the desk within easy reach of the operator. A third illustration shows the units stacked in a large system, suitable for a big office. Various other illustrations are shown giving the different uses of the Unit steel cabinets and showing relative sizes of the different drawers. Card files, document files, etc., are among the features of the line and these can be built up in all manner of ingenious combinations.

The company has a new document unit in oxidized copper and olive green enamel finishes which is now ready for delivery. This unit can be combined with the five by three-inch card unit and is equivalent to three of the five by three card units in height and one in width. Other sizes of units will be brought out in the future.

These lines are very interesting and dealers who may wish additional information regarding them, should write without fail to the Unit Steel Cabinet Company, 332 Broadway, New York.

MAKES ADDRESS ON OFFICE AND FACTORY MACHINES.

Brief Report of Lecture Given on February 12th Before the Canadian Accountants' Association of Montreal by Henri Viau, Public Accountant and Business Methodizer.

ON the occasion mentioned in the caption, Mr. Viau, whose address of December 11th before the same association was reported in the last issue of Office Appliances, made a very interesting talk on the increased efficiency secured in the office and factory through the use of time-saving machines, systems and appliances.

With regard to office machines Mr. Viau covered adding and computing machines in his second address, and with regard to machines more especially applicable to the factory, he devoted his attention to time registers, card clocks, key clocks, the Hawley or an-inch-an-hour system, the chart system of clock with individual button keyboard, electrical clocks, watchmen's clocks, time clocks, wage tables, time cost computing machines, mechanical wage calculators, machine recorders, etc., etc.

Mr. Viau also spoke on check protectors and machines for duplicating papers and documents by a photographic process, closing his address with some comment on that interesting device, the Telegraphone.

The speaker began his address with the broad statement that adding machines are nowadays as necessary in the routine of office work as typewriters, and that they are found in many comparatively small offices whose proprietors five years ago maintained that an adding machine was a good thing for a bank but not for the small business. Mr. Viau then divided adding machines into two main classes, listing and non-listing, and discussed the fields which he regarded as being appropriate to each. An interesting class of adding machines consists of those machines which are operated by a stylus or the point of a pencil in holes or on a chain. These machines he named, discussing their merits briefly. He mentioned two machines, the Graber Pocket Adding Machine and the Adix, German machines which are small enough to fit the pocket and are operated instead of by a stylus, by one row of nine keys.

He named four of the well-known non-listing machines. The listing adding machines were discussed at some length, and what the speaker conceived to be the relative merits of the different makes were brought out. He devoted himself, however, principally to a recapitulation of the actual work which each machine was in his estimation best fitted to accomplish.

In discussing adding machines Mr. Viau made the point that even a green operator with a little practice can set down amounts with accuracy about five times as fast with an adding machine as he can with a pencil, and that these amounts as set down are

instantly added by the machine. He stated that adding machines have been responsible for more concerns changing their quarterly, half-yearly or yearly balances to monthly balances than any other labor-saving device ever invented, and have eliminated more night work in connection with the office than anything else under the sun.

The speaker named a large number of listing adding machines, including all of the well-known makes and others not so well known. Only one listing machine, it appears, is operated by a stylus on a chain instead of by a keyboard, and that is the Duplex machine.

In discussing multiplying and dividing machines, Mr. Viau claimed that usually such machines are made mainly for subtraction, multiplication and division, and that they are not generally applicable for addition. These machines are very valuable, however, in that they compute interest, average percentage, unit cost, and in fact all kinds of compound calculations.

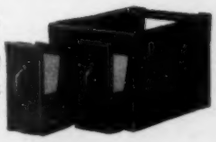
The speaker did not go into the matter of typewriter adding machines such as the machines of the Remington Company, the Underwood Company, the Moon-Hopkins Billing Machine Company and the recent adding typewriter gotten out a short time ago by the Burroughs Adding Machine Company. These machines are very remarkable and interesting and are quite worthy of the discussion of such an acute mind as that possessed by Henri Viau.

The whole address is a lengthy document, which discusses with great detail the various uses of the different machines mentioned. On account of its length it would be impossible to publish the address in full, especially that part relating to time-saving devices in the factory, but the address is nevertheless well worth reading.

The two addresses of Mr. Viau already given form a pretty complete descriptive outline of various office machines and devices.

SCIENCE Cutler ECONOMY

Business men, department managers, doctors, lawyers, railroad and insurance men, every and all desk users can select the ***ideal equipment for individual needs,*** at much less than cost of ordinary desk and separate files.



Every pedestal and every pigeonhole case subject to every practical variety of filing arrangement.

28 Desks in 4 grades to choose from; 20 combinations of files in each roll top; 14 combinations in each flat-top.

The dealer need carry ***only a few samples to demonstrate entire adjustable system*** and to satisfy the most exacting buyer.

All files interchangeable and priced alike. Desks 35 inches deep and in 4 lengths, 42, 54, 60 and 66 inches.

No. 0582 C-B. See Catalog for other grades and sizes.

Cutler ADJUSTABLE DESKS

Apply for catalog of desks (99 different items) and for supplement of adjustable files.

Good Agencies will receive every encouragement.

No. 0535 B-D. See Catalog for other grades and sizes.

EXCLUSIVE DESK CONSTRUCTION

Solid Oak or Mahogany; no built-up stock.
Multiple dove-tail jointing; stronger than the wood itself.
Three-tenon drawer-rail and pedestal union.
Metal combination locking device.
Flexible double curtain; no glue or tacks.
Finish composed of finest material and labor.

Inter-Inter Licensed by Macey Co. under Tobey patent, of June 4th, 1907.

CUTLER DESK CO., Buffalo, N. Y., U. S. A. ESTABLISHED 1824

THE SEALER VS. THE SPONGE.

Modern, progressive institutions of today have discontinued the old sponge method of preparing their mail for Uncle Sam and have adopted the rapid, efficient and economical envelope sealing machine.

The Acorn-Thexton (formerly Thexton) envelope sealers, manufactured by the Acorn Brass Manufacturing Company, Aurora, Illinois, form an interesting trio of sealing machines capable of the widest variety of work and suited, in the different series, to almost any pocketbook.

The Model 2 Acorn-Thexton is a hand-power machine, capable, it is said, of sealing 3,000 envelopes per hour; the other two Acorn-Thexton sealing machines are driven by small electric motors and are known respectively as the Model 3 and the Model 4 Electric, the former being capable of handling about 8,000 envelopes of ordinary size per hour, and the latter having the same capacity, but being built to handle heavy mailing matter, long bulky envelopes, as well as the smaller envelopes commonly used for correspondence purposes. To be explicit, Acorn-Thexton Model 4 will handle envelopes of any size from the regular No. 6 up to 10 and 12. Furthermore, these may vary in thickness up to ⅜ of an inch without interfering with the speed or efficiency of the machine.

The Model 3 retails for $60 and the manufacturers claim that it will practically do the work of any sealing device on the market. Their offer of ten days' free trial, published in the advertising pages of this issue, is proof of their belief in the superiority of their product.

Thousands of the largest representative and conservative firms in the United States are using this simple, efficient and economical sealer—the Acorn-Thexton has given many years of satisfactory service—many years of successful sealing.

IN NEW QUARTERS.

The announcement has just come to hand that the Berton Elliot Publicity Service of Cleveland is now located at new quarters, Suite 912-914 Citizens Building in that city.

Berton Elliot, head of the concern, was for three years in the advertising department of Sherwin-Williams Company, the last year as chief copy writer and for two and one-half years he was advertising manager of the Ferro Machine & Foundry Company in executive charge of a staff of copy

W. C. WADDELL.

writers, artists and clerks. Mr. Elliot is a member of the Research Committee of the Cleveland Advertising Club and is a man who is unusually well trained for the work he has chosen.

WADDELL RECALLED.

W. C. Waddell, formerly the representative of the Royal Typewriter Company in South America and who for the last three and one-half years has been in charge of important matters in connection with their export trade has been recalled to the United States and promoted to the position of supervisor of branches.

Mr. Waddell will act in connection with the general salesmanager of the Royal Typewriter Company in the supervision and direction of the work among the branch offices. The home office as well as the branches regard themselves as fortunate in having a man of Mr. Waddell's wide experience to assist them.

"Y AND E" RECORD SAFE.

The Yawman & Erbe Manufacturing Company has recently put on the market a safe whose name appears in the foregoing caption. This safe is made exclusively for record filing purposes and the company believes that it will make a strong appeal to business men all over the country.

The "Y and E" Record Safe is said to be a safe in every sense of the word. It is built from specifications drawn by a large safe manufacturer and it is said to be so constructed with its welded angle frame of heavy steel that it will withstand and protect contents against the crash of a heavy building.

The safe has two layers of heavy re-rolled steel with a two-inch air space, and in addition to this the contents are protected by the heat-resisting qualities of the oak filing cabinets within, which form the interior of the "Y and E" safe. This combination of fire protection appears to give a strong assurance of safety to the contents of the safe even in the midst of a very hot fire.

The "Y and E" safe is built so as just to hold a "Y and E" sectional cabinet 33 ins. wide by 17 ins. deep, or two stacks of "Y and E" half sections side by side, or a solid, specially constructed interior 33 ins. wide by 17 ins. deep and 55 ins. high.

This safe can be equipped with document sections, roller book shelves, card index or vertical drawers, check or commercial report sections, Shannon sections or any other kind of drawers or sections. Two "Y and E" half sections can also be stacked side by side in the safe, intermembering with the regular width sections.

The "Y and E" safe rolls on four strong wheels. As the illustration shows, the design gives a solid and handsome appearance. It is finished in dark green and trimmed with gilt. Hinge tips, handles and lock dials are heavily nickel plated.

The right-hand door overlaps the left with a full-sized step and is locked with vertical bolt work, operated by a drop lever handle and secured by a Yale Combination lock, said to be unpickable and capable of many million changes.

This safe is very reasonably priced, the company says, and will be sold through the regular "Y and E" channels; namely, their own branches and exclusive agencies.

Y. & E. Record Safe Showing Number Fifty-four Regular Section for Filing 6,000 Letter Size Papers Regularly. No. 69 Section Containing Fifteen Legal Blank Drawers. No. 1044 Half Section, consisting of two check drawers and utility drawers; No. 1054 Half Section, for vertical filings; No. 1032 Half Section, for 6x4 cards; No. 1029 Half Section, for documents; and No. 19 Regular Section, for Shannon letter filing.

"$13,000 Damages and Costs"—
Because of a Letter Lost In a Roll Top Desk

An Advertisement Written By Elbert Hubbard Without Intent

"LAST week, in New York, a man who was called on the witness stand had his testimony impeached on account of the lack of a letter that was not found until the day after the jury had given their verdict—thirteen thousand dollars damages and costs, all for lack of a letter to brace up a somewhat fishy line of testimony but which curiously enough was absolutely true.

"And all the time the letter lay in a comatose state in the dim, dark, forgotten recesses of a roll-top desk.

"Judge Ward refused to reopen the case, saying: "Probably there are more lost letters in other roll-top desks that would contradict this letter just found. The case will have to close some-time—and yesterday was the time!"

"Recently, a marked wave of disapproval has swept over the land for the luxurious and classic roll-top. The belief is abroad that there is no better way of filing things where they can never be found than with the aid of the roll-top.

"Papers put in the roll-top are there until the Executor comes or the Receiver takes charge.

"The roll-top is a bid for procrastination, and a lure for the lazy.

"If some chap rushes in and wants you to go to the Ball-Game, all you have to do, if you have a roll-top desk, is to pull down the lid, thus deceiving yourself, and the office, into the fond belief that you have cleaned up your work.

"There is one disadvantage: Often the roll-top gets so full of stuff that you can not get the cover down. Drawers become clogged with letters and papers begin to shuffle and sift. Papers which you put in the top drawers find their way to the bottom, and papers in the bottom drawers fall down behind, and can only be discovered by dynamite and the help of William J. Burns.

"Generally, the letter that is lost is the one demanded by the attorney when the case comes to trial."

Elbert Hubbard in "The Philistine."

"The Desk With Brains"

When "The Fra" wrote that article, he hadn't the smallest notion that he was writing an Advertisement for "The Desk With Brains."

He was, however, entirely conscious of the dire need for such a desk.

We ourselves didn't realize how strong was this "wave of disapproval" for the "luxurious and classic roll-top" until we put out "The Desk With Brains." Since then we've never doubted. We're still struggling to catch up with our orders.

The Desk With Brains is a place to file things where they *can* be found—easily—quickly—always within reach of your desk chair.

Being made to order—it fills everybody's needs.

Being made of B-M Standard fractional sections, it can be changed any time to fit new needs.

We'll send you—free and postpaid—a booklet and chart showing a few of the most practical of the 8,000 possible combinations.

Write for them today and if you've not seen our new Catalog—Filing Cabinets and Systems—let us know. The B-M Quality Line includes Horizontal and Upright Sections, Fractional Cabinette Sections, Correspondence, Desk and Card Trays, Folders, Cards, Transfer Cases and other filing supplies.

Dealers in position to consider a money-making "Exclusive Agency Proposition" write today. Address

Browne-Morse Company

104 Hovey Street, Muskegon, Michigan

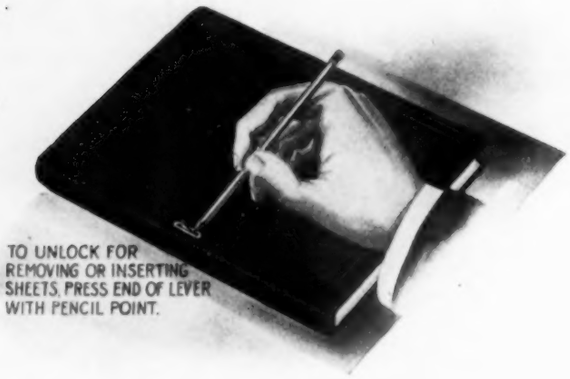
BRANCHES:

New York City—82-84 Fulton St.
Philadelphia—707 Arch St.
Baltimore—109 N. Frederick St.
Washington—Cor. 11th and F Sts.
Milwaukee—432-436 Broadway
San Francisco—61 Post St.
St. Louis—312 N. Broadway

LOOSE I-P LEAF

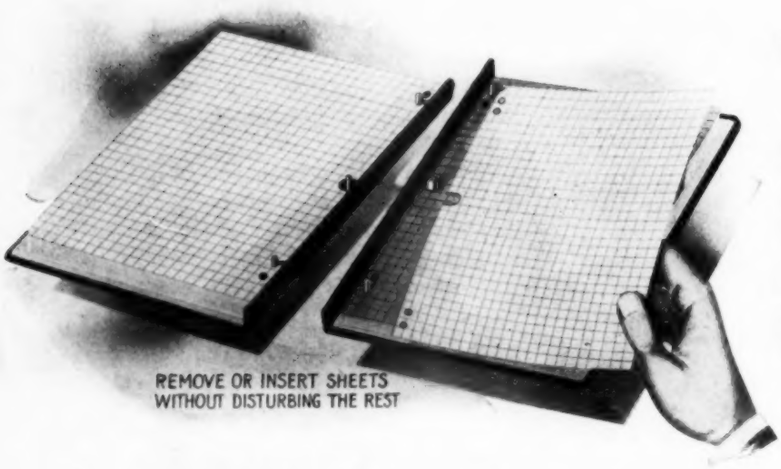
POST PRICE BOOK

ANOTHER



Leaves are securely held by pressure, admitting the use of papers of light weight or inferior strength

WINNER



Irving-Pitt Manufacturing Co.
Kansas City, Missouri
Write for Circular No. 1034

WINANS GOES WITH TENACITY COMPANY.

Ralph L. Winans, for some time sales manager of the C. S. & R. B. Company, Chicago, and for the past year manager of the retail loose leaf department of the Transylvania Printing Company at Lexington, Ky., has purchased an interest in the Tenacity Manufacturing Company of Cincinnati, Ohio, of which he has been elected vice-president. The executive heads of the Tenacity Manufacturing Company now are as follows: President, Paul Gositer; vice-president, Ralph L. Winans, and sales manager, Arthur F. Duhme. All are young men of energy and wide selling experience and form a most admirable trio. Office Appliances predicts for them a full and gratifying measure of success in the sale of their product. We wish them luck and know they will have it because luck loves enthusiasm and industry.

RALPH L. WINANS.

The Tenacity Manufacturing Company makes an interesting line of metal parts for loose leaf devices, including round back ledger metals, flat back ledger metals, binder and transfer metals, automatic book binder metals, ring book metals, price book metals, triangular springs for loose leaf holders, newspaper files, etc., etc.

INK ERASER OF NEW DESIGN.

The January issue of Office Appliances described somewhat in detail the Beegee Perfect Ink Eraser which since it has been put on the market has been meeting with splendid success. The demand created has developed in this short time so rapidly that arrangements for increasing the company's output have been made, involving larger office facilities. Accordingly, bigger rooms have been taken in the St. James building, New York, where the offices of the com-

pany are at present located and machinery for the production of an increased output, now being installed, insures a continued prompt attention to the rapidly growing demand for this device. Dealers are allowed a good measure of profit and opportunity is presented for the continuation of the demand through the sale of re-fillers—the brushes which do the erasing.

Inquiries regarding quotations and samples addressed to the Beegee Company, 1133 Broadway, New York, will receive prompt attention.

GOOD TIME IN STORE FOR DELEGATES.

The Lincoln Nebraska Commercial Club and the Lincoln stationers have invited the delegates and guests of the National Convention which meets at Omaha next summer to visit Lincoln on the 16th of August. During the visit, it is expected to take the guests of the city to Mr. Bryan's farm, "Fairview," and it is hoped to have Mr. Bryan present on that occasion to deliver an address to the visitors.

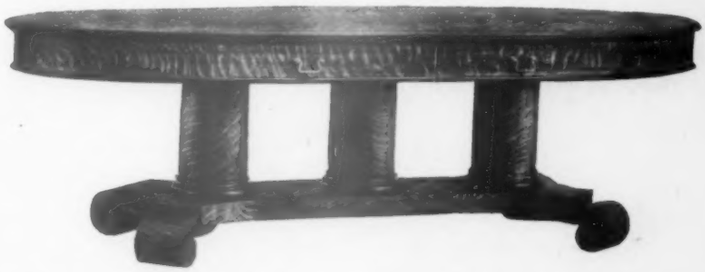
Charley Pelton of the Crescent Brass and Pin Company of Detroit, on his last Western trip was in Lincoln and had a good visit with Harry Porter, who introduced him to the Commercial Club of that city. Charley says that the Lincoln boys are live ones and will give the conventionites a rousing good time. He has handed us some rather amusing correspondence between himself, Harry Porter and Walter S. Whitten, the secretary of the Lincoln Commercial Club, in which Mr. Pelton gets off some poetry, the first paragraph of which runs like this:

"There was a man named Lincoln; right now there is a town which has a man named Porter, who is of great renown. Some think that it was Bryan who put Lincoln on the map, but nay, nay, Pauline, it was Whitten and this Porter chap."

Charley Pelton goes all over the United States in his work with the Crescent Brass and Pin Company and is one of the best boosters for the association in the country. Charley is a fine, enthusiastic chap—a regular locomotive engine—and when he gets behind anything to push or in front of it to pull, things are sure to move.

CHANGE IN BIG PLAYING CARD CONCERN.

It is reported that the playing card plant of the Willis W. Russell Card Company, at Milltown, N. J., has been purchased by Benjamin Rosenthal, of New York City, and that he has organized the Russell Playing Card Company to take over and operate the business. Mr. Rosenthal, it is stated, is the president of the new Russell Playing Card Company, his connection as vice-president and sales manager of the Kalamazoo Playing Card Company of Kalamazoo, Michigan, continuing the same as heretofore. It is stated that some important financial interests are associated with Mr. Rosenthal in the deal.



BIG room tables, of the directors' type, are only occasionally bought and are expected to last for years.

It is therefore of the utmost importance that care should be used in the manufacture, attention should be paid to design, and the workmanship throughout should be of the highest class.

To accomplish this they should be manufactured in an up-to-date plant by high class workmen, and by a factory of reputation.

We have been in the table business for twenty-two years, and specialize on this class of product.

By turning out a high quality of goods at reasonable prices, and giving the best of service to our customers, we have built up the largest specialty table business in the world, our average output being over a table a minute.

If you want small tables, library tables, or big directors' tables, we have them.

We would be very glad, indeed to get into correspondence with you.

Wolverine Manufacturing Company

MAKERS OF THE FAMOUS *CADILLAC "DESK-TABLE."*

Detroit, Michigan, U.S.A.

THE SUPERIOR

Postage Stamp Affixer and Register

SUPERIOR TO ALL OF ITS TYPE

Price $15

IMMEDIATE DELIVERY

THE SUPERIOR

Will neatly and securely affix postage stamps as rapidly as the operator can handle the mail.

It will prevent the misuse of stamps and accurately account for same, as it is impossible to remove stamps from the **SUPERIOR** without counting them on the counter.

It gives operators the protection to which they are entitled, as it removes temptation and prevents the chance of false accusation or suspicion.

Its simplicity is so evident that a casual inspection will convince anyone that it cannot get out of order, but can be operated, cleaned and kept in running order by the youngest employee in the office.

Because of this simplicity its operation is so light that it will not tire the weakest operator even if used continuously all day.

It feeds stamps by the perforations, treating each stamp individually, and severing them at the right place without adjustment irrespective of any variation in the size of stamps.

It moistens the envelope, thus avoiding the moisture coming in contact with the mucilage, consequently the moistener cannot become clogged.

It is guaranteed against defects of workmanship and material for one year.

If you want a postage stamp affixer you need only inspect the **SUPERIOR** to be convinced that it would be impossible to make one more simple and durable. Because of its simplicity and durability we are able to produce it at this low price, as we have no expense keeping our customers satisfied. Inspect it and it will not be necessary for us to even attempt to influence your decision.

Will be sent to you for free trial upon request.

SUPERIOR STAMP AFFIXER, Rochester, N. Y.

REMINGTON TYPEWRITER WORKS, 1912.

On this page is shown a picture of the Remington typewriter factory as it looks at the present time. It would be interesting to compare this picture with that of the Ilion works which appeared in 1903, a photograph of which hangs in the offices of the Remington Typewriter Company in New York. Both pictures are of the same landscape, but how changed is the last from the former picture! A comparison of the gigantic Remington works of today with the original manufacturing plant of thirty-nine years ago would be still more interesting. Then, in the year 1873, when the Remington was first put on the market, one man in one room manufactured all the typewriters which could be sold. At first the demand increased very slowly, but later very rapidly until, during the brief span of years since the publication of the former Remington factory pictures, the size and capacity of the Remington works have been practically doubled.

With one exception only, all of the buildings shown in this picture are now not only completed, but occupied and devoted to the different operations of manufacture in the building of the Remington typewriter. Even the new factory-office building shown at the right end of the picture, the completion of which has been somewhat delayed, was occupied by the clerical staff of the works during March. The only building which is not yet occupied is the new east wing shown on the left of the picture, which joins the old building on East Clark street and extends back to the Erie canal. At the present writing, however, the side walls of this building have been erected, and its full completion is assured at an early date.

It will be seen at a glance that this is a remarkably fine example of rendered pen and ink drawing. Apart from this, however, it is particularly worthy of note that the picture is scrupulously exact in every detail, and the same applies to the buildings in the background, on the other side of the Erie canal. Anyone who has ever lived in Ilion, or who is at all familiar with the "lay of the land" in that township, will be able to recognize many familiar landmarks in the background of the picture.

Although from present indications the Remington Typewriter Works hope to be able to do away with night work after the completion of the new east wing, it is a safe prophecy that further additions, and more extended additions, will be required if the demand continues to increase in the same ratio as it has in the past.

NEW FACILITIES ADDED.

The Standard Typewriter company has just completed the installation of a new japanning plant for finishing its new model machine, the Corona. The main factor in the equipment is an oven of the latest design, manufactured especially for the Standard Company by the Oven Equipment & Manufacturing Company.

The method of handling the parts to be japanned is laid out in such a way as to enable them to be put through the department with the greatest possible dispatch. The japan and varnish are to be applied by the modern method of spraying. This new department has a capacity of one hundred and fifty machines a day.

Owing to the fact that there is no city gas available in Groton, the Standard Company had to install a gas plant in its factory. The U. S. Gas Machine Company proved their product to be superior to others considered and one of their plants is now supplying gasoline gas to the japanning oven. This gas plant is large enough to enable the gas to be piped throughout the factory for use in brazing, soldering, heating glue, etc.

In order to meet the surprising demand for Corona machines, the manufacturers found it necessary to double the capacity of their punch press and screw machine departments. To this end new automatics are being installed. Many minor changes are being made in the plant and every effort is directed toward increasing the output.

PHILADELPHIA STATIONERS HOLD ANNUAL BANQUET.

The annual banquet of the Stationers' Association of Philadelphia was held at the Bellevue Stratford Hotel on Saturday evening, March 23rd. William H. Brooks, president of the association, officiated as toastmaster. The speakers included the Hon. Rudolph Blankenberg, mayor of Philadelphia, the Rev. Nathan Melhorn of the Evangelical Church of the Incarnation, Millington Lockwood, president of the National Association of Stationers and Manufacturers, the Hon. Michael J. Ryan, city solicitor of Philadelphia, and Hugh O'Donnell, business manager of the Philadelphia press. The guests included Mortimer W. Byers, secretary of the National Association of Stationers and Manufacturers, Charles E. Falconer, president of the Baltimore Stationers' Association, and John Brewer, president of the New York Stationers' Association.

The banquet was said to be the most successful affair of the kind that Philadelphia stationers have ever held. The speeches were particularly good and every one thoroughly enjoyed the evening. The success of the affair reflects great credit upon Frank R. Welsh, A. Pomerantz, Roland Altemus, William J. Coane and Lewis A. Hawkes, who composed the banquet committee.

TAKES WORLD AGENCY FOR MACHINES.

The Puritan Mailing Machine Company of Boston is reported to have taken over the selling agency for the World of the Saunders Envelope Sealer and the Hall Stamp Affixer. These devices were formerly sold through the Saunders Sealer Company.

"Not he who forces himself on opportunity, but he who watches its approach and welcomes its arrival by immediate use, is wise."—Lavater.

FACTORY OF THE REMINGTON TYPEWRITER COMPANY AT ILION, N. Y., AT IT NOW APPEARS.

Simply because *Weis* goods cost less than other similar goods it does not necessarily follow they are "Cheap"- meaning, according to Webster, "common, worthless."

When the popular "421 Line" was put on the market, the more discerning dealers who knew something of cabinet work looked it over carefully, saw that the 24 joints were not only glued, but that they INTERLOCKED, were GLUED and SCREWED together so solidly that "racking" of the cabinet was impossible. They saw that the low cost was due to the elimination of all superfluous parts and that every vital part was amply strong for its function.

Service is what your customers want primarily. *This style of cabinet does everything that any file at any price can do.* These files are strong---many times stronger than a casual glance reveals. They are put together scientifically to give lasting, satisfying service.

They are dust proof. Drawer sides are full height. Drawers roll easily on roller bearings. Equipped with *automatic locking* follow blocks. Handsomely finished and trimmed with oxidized copper pulls and label holders.

They sell at sight to those who need filing equipment and cannot [or will not] pay a high price.

There are four [4] *Weis* lines at four distinct prices---for four distinct classes or requirements---each line is complete in itself.

As a basis for comparison in price take a cabinet of four drawers of 20000 paper capacity:

No. 421	solid section of 4 drawers - -	retail price $13.25
No. 1220	" " " 4 " - -	" " 20.00
No. 500	4 single drawer "Compact" sections, top and base	" " 32.00
	Horizontal, 2-two drawer sections, top and base	" " 32.35

Each line is as good value as can be bought---material, construction, and finish considered.

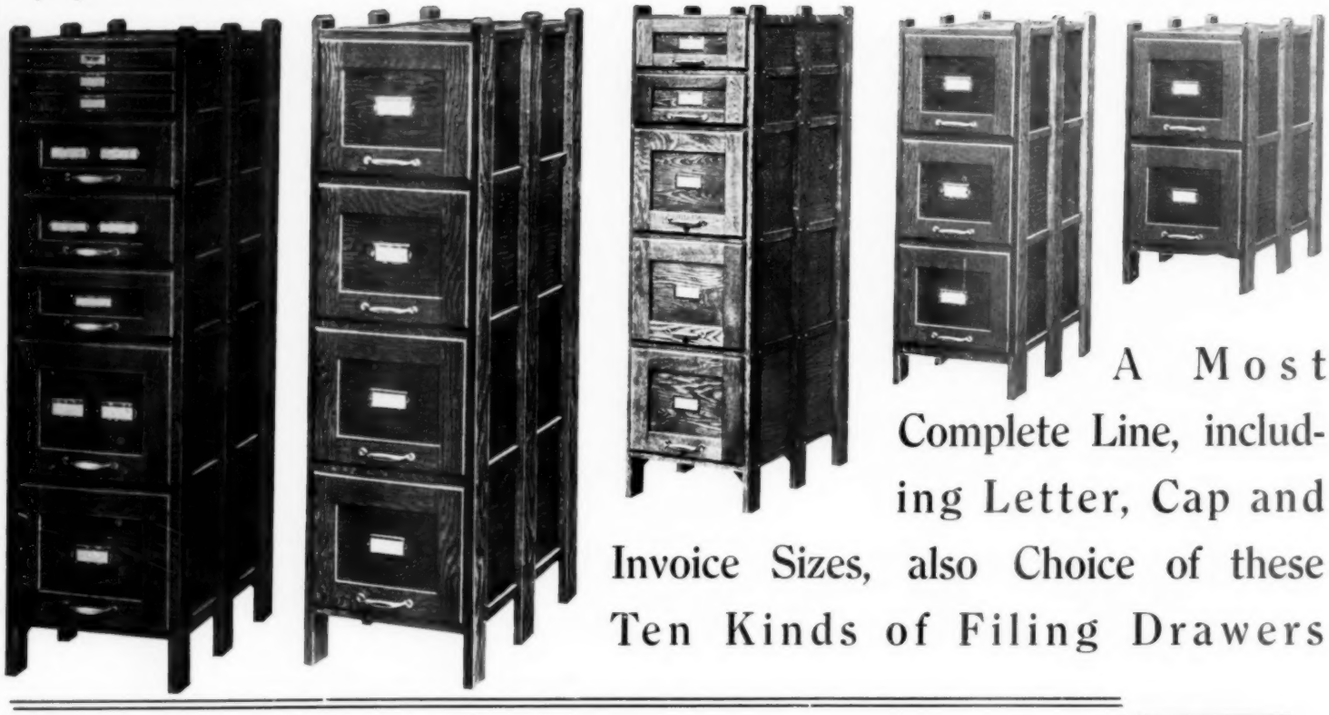
Weis protects the dealers, caters to dealers' trade, co-operates in retail sales through extensive national advertising.

You *buy* *Weis* goods reasonably so you can *sell* them reasonably at a liberal profit.

We want and appreciate your business. If you haven't our catalogs we want to send them to you.

OVER

Weis Filing Desks and

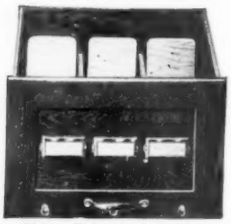


A Most Complete Line, including Letter, Cap and Invoice Sizes, also Choice of these Ten Kinds of Filing Drawers

A Cabinet to meet the requirements of almost any Office---Equipped with Customer's Choice of Filing Drawers

For Letters, Catalogs, Etc.

Filing Drawers in "Letter" and "Cap" width.



For Documents

Recommend them---Conscientiously. Better Construction can't be bought at any price

For Vouchers

For Storage

For Storage

Roller Bearings under Every Drawer

All Drawers Dust Proof with Full Height Sides

You can sell them at a Liberal Profit--Order Sample Now

The Weis Manufacturing Company

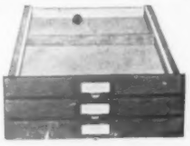
162 Union Street **Monroe, Michigan**

Cabinets Give Lasting Satisfying Service

Choice of these Drawers in any size Cabinet or in Three kinds of Desks

For Checks

As strong and solid as seasoned Oak or Birch, with fitted joints, glue and screws can make them



For Blanks or Electros

VITAL parts are strengthened —SUPERFLUOUS parts are eliminated.

For 4x6 Cards

Scientifically Constructed

For 3x5 Cards

Your Customers want Service

Weis Lines Give Efficient Service at Lowest Cost

Stationery Storage

Have You examined the Construction of these Files? Do so! Do not take *anyone's* word for it!

Weis Filing Desk

A Desk PLUS Files means MULTIPLIED Efficiency

Single Pedestal Filing Desk

A Complete Office on Legs

Files for Letters, Index Cards, Catalogs, Blanks—within reach without leaving office chair

The *selling price* of Weis products is reasonably low. *The cost* to you is proportionately low. You sell Weis goods readily, assisted by our national advertising, at liberal margin of profit.

If you haven't done business with us, we urge you to get our latest catalogs and prices. Our proposition is interesting and profitable to you.

Compact Sections Weis 500 Line

All Handsomely Finished Quartered Oak or Birch Mahogany---28 Kinds of Sections for Every Business Requirement

These sections have ample filing capacity for the average office. They are compact—fit into small spaces, yet provide an assortment of files for almost every purpose.

Made in 15 in. depth and several special sections of 24 in. depth. All sections 18 in. wide.

A handsome, attractive line which sells quickly.

Letter, Legal Cap and Invoice Sizes

Two, Three and Four Drawer Capacities

Files for Index Cards, Cancelled Checks, Blanks, Electros, Documents, Vouchers, Catalogs, Etc.

Weis "1220" Line---High Grade Vertical Units

Drawer fronts and tops are quartered oak, sides and backs are handsomely panelled plain oak—or all birch mahogany. Made also with removable panel ends. Drawers roll on double roller bearing support. Equipped with automatic locking follow block. Very handsome cabinets which compare favorably with those costing more.

You can sell Weis Horizontal Filing Sections

Ample Capacity, High Grade in Design, Finish and Appearance

The many uses to which these handsome sections can be put make this line a very salable one.

These sections stack up with Weis Receding Door Bookcases. A section or two of filing devices are often needed with book sections.

The "500 Line Compact Sections" shown above align with these sections. A combination of 34 and 18 in. lengths can be made to utilize almost all available floor or wall space.

One of 26 Kinds of Sections

Of handsome design. Very durably constructed to give lasting service. Quartered Oak, Golden or Natural and Birch Mahogany.

See the line in Catalog "D".

Weis Stationery Cabinets

Fill a popular demand. They sell on sight. Lid keeps stationery away from dust and flies but easily accessible.

Quartered Oak in Golden and Natural Dull and in Birch Mahogany. Rubber feet protect the desk tops. Add samples to your next Weis order. We will send imprinted circulars of them for your distribution.

Get posted to day.

Weis Swinging Desk Stand

Attachable to either side of any style desk. Handy for typewriter, dictionary, mercantile reference books, etc. Top 14 x 18. Lock holds stand firmly where wanted. Shipped compact, folded flat in corrugated box.

Does not collapse. Special prices in quantities.

The Weis Mfg. Co.

162 Union Street **Monroe, Michigan**

New York Office 108 Fulton St. Address Mail to Factory

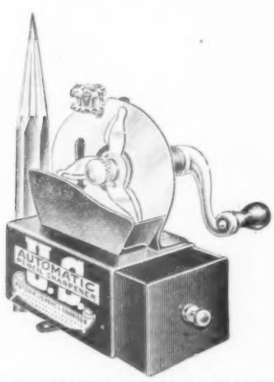
USEFUL LINE OF PENCIL SHARPENERS.

Chicago Concern Makes Specialty of Pencil Pointing Devices.

AMONG the time and labor-saving appliances which have of recent years won a place for themselves as office necessities, especially among large concerns, not the least in importance is the pencil sharpener.

So far as Office Appliances is aware, the first company to make pencil sharpeners as an exclusive product is the Automatic Pencil Sharpener Company of Chicago, whose several machines have won a large sale and wide recognition among the trade for the reliability of their performance and the ease and convenience of their operation. In view of this fact some interest attaches to the history of the Automatic Pencil Sharpener Company, its organization, personnel and its product.

The Automatic Pencil Sharpener Company began business in New York City on April 1, 1907, with the U. S. Automatic Pencil Sharpener, and has met with remarkable success. On Nov. 1, 1910, the

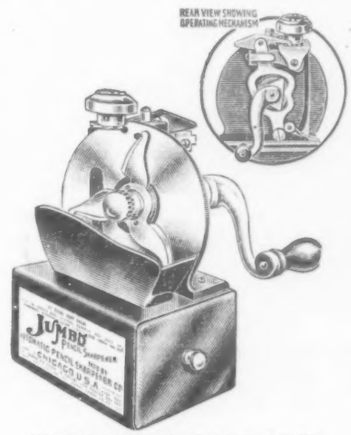


U. S. AUTOMATIC PENCIL SHARPENER.

interests of the New York stockholders were purchased by Charles C. Spengler of Rockford, Ill., who is in charge of the manufacturing end of the business; Elmer H. Adams, a leading lawyer of Chicago, and Edwin C. Loomis, who is the president and general manager of the company. On the purchase of the eastern interests by the gentlemen above named, the principal offices of the company were moved to Chicago, where an up-to-date factory was established and offices opened at No. 30 East Randolph street.

The Automatic Pencil Sharpener Company is celebrating its fifth anniversary by rounding out its line of pencil sharpeners to meet the demand from every source where pencils are used. The company's mechanical department under the careful and able supervision of Charles C. Spengler has given close study to the art of pencil sharpening and the manufacture of machinery to accomplish this purpose with the minimum of time and waste. The company's experts are working all the time to add more and more to the value of the several models now manufactured, and any new principles which may be discovered, tested and found to be of value will be promptly added to the lines.

The trade-mark of the Automatic Pencil Sharpener Company is "Apsco" and it



JUMBO PENCIL SHARPENER.

is the policy of the company to add from time to time to its line new articles of interest and value to the stationery trade. The company has just issued a very attractive new catalogue fully describing its line of pencil sharpeners, and will be glad to mail copies of this catalogue to any dealers who may be interested in fuller information of the line. The company has prepared to increase its already considerable export business, having found that the "Apsco" line is meeting with favor all over the world wherever shown.

The "Apsco" Machines.

The Automatic Pencil Sharpener Company's machines are at present four in number—the U. S. Automatic, the Jumbo, the Atlas and the Climax pencil sharpeners.

The U. S. Automatic is widely advertised and generally known. It is sold in every civilized country on the globe and is said to be the original pencil sharpener of its type. Its moderate price places it within the reach of every pencil user. It produces a neat, symmetrical working point, and it is claimed that it will not break the lead. It cuts like a knife with the grain of the wood, and is provided with an oil cup which automatically lubricates every wearing part. It is especially adapted to small offices, individual desks and homes, and is as helpful an accessory to a woman's desk as to the office equipment of her husband.

The Jumbo pencil sharpener is a new model machine which was created as a result of the demand for a larger machine capable of handling all sizes and shapes of pencils. While embodying the general principles of the U. S. Automatic, it sharpens any sort of pencil made, from the smallest "secretary" to the largest crayon, producing points of any desired length, fine, medium, coarse or blunt, by simply raising or lowering the lever at the back of the machine. The Jumbo cuts away the wood evenly, the knife automatically feeding the pencil down until it is sharpened to the desired point, when it automatically stops cutting. An oil cup which automatically lubricates the working parts is also one of the features of this machine. The rear view shows the operating mechanism. The pencil holder is revolved by a pawl, the support of which is moved by a cam attached to the shaft which carries the knife. This method of revolving the pencil holder precludes the possibility of wearing away the teeth. The top of the Jumbo pencil sharpener is a remarkable piece of mechanism, being constructed to handle any sort or size of pencil, yet having no springs or breakable parts.

The Automatic Pencil Sharpener Company believes that "Jumbo" is a wonder, and states that it is convenient, rapid, cleanly, a time-saver and a giver of satisfaction wherever used.

The Atlas pencil sharpener has been created to meet the demand for a more finely finished article than is commonly regarded as necessary for the average office. In mechanical construction the Atlas is the counterpart of the Jumbo above described and embodies all the practical worth of that useful machine. The Atlas, however, is finished in gun metal instead of enamel

ATLAS PENCIL SHARPENER.

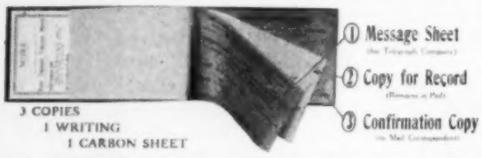
and all of the bright parts are beautifully nickel-plated. It is furnished mounted either on a mahogany or a quarter-sawed oak base, finished in keeping with the most expensive desks and other office furniture. The Atlas is a desk ornament as well as an office convenience, and is finding a ready market among those discriminating buyers to whom harmony of finish and beauty of design must go hand in hand with utility.

With regard to the Climax the Automatic Pencil Sharpener Company states that this machine is in a class by itself and that it is the first of its type to be put on the market. The Climax pencil sharpener is covered by letters patent dated Jan. 9, 1900, and May 1, 1906, and additional patents for other features and improvements on this machine are now pending. The Climax is especially designed for heavy and constant work in schools, public buildings, railroad offices, banks, insurance offices and large mercantile establishments where hundreds of people are required to use pencils.

The Climax pencil sharpener is said to be fool-proof. One has but to follow few and simple instructions, be he child or

A Safeguard for Telegrams—"Perry Triplicate Telegram Blanks"

FOR PENCIL USE ——— FOR TYPEWRITER USE



Used by

Deere & Co.
The Pullman Co.
Lozier Motor Co.
The Dodge Mfg. Co.
The Diamond Match Co.
Barney & Smith Car Co.
Travelers Insurance Co.
International Harvester Co.
National Bank of Com., N. Y. City
First National Banks in N. Y. City, Philadelphia, Baltimore, Pittsburgh, Cleveland, Cincinnati, Kansas City, Seattle, Minneapolis, Milwaukee, etc.

10,000 Banks and Business Houses.

The blanks enable the user to **Write a Message for the Telegraph Company — Make a Copy for the Office Record—Secure an Exact Copy to Mail Correspondent.**

All three copies made at one writing with the use of but one sheet of carbon paper.
Saves copying message in a letter book. Saves writing a special letter confirming the message.

Saves Time **Avoids Disputes** **Prevents Errors**

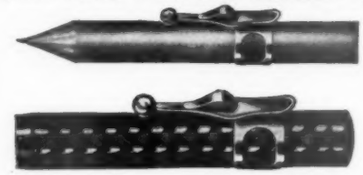
Blanks, Covers and Binders for sale by—A. C. McClurg & Co., Chicago; W. B. Carpenter & Co., Cincinnati; Geo. D. Barnard & Co., St. Louis; Schumert & Warfield, New Orleans; Bryant & Douglas, Kansas City; Henry Bainbridge Co., New York City; Union Litho Co., Los Angeles; Dorsey Print Co., Dallas, and others.

Sample sheets sent on application.

PERRY BOOK & BINDERY CO. SOLE MANUFACTURERS
PERRY BUILDING FOND DU LAC, WISCONSIN

"ALL THAT THE NAME IMPLIES"

THE FAULTLESS PEN AND PENCIL HOLDER



Durable Attractive Satisfactory

The lever movement makes it easy to apply to the pocket without the use of both hands. It holds securely and does not pull or crush the pocket when inserting the pen or pencil.

Put up in three-dozen lots, assorted sizes, on attractive card with an easel back.

L. D. VAN VALKENBURG
MANUFACTURER
Holyoke, Mass., U. S. A.

Actual Size

SOMETHING NEW
Letter Carbon Disc

A paper Disc, gummed on both sides, for attaching Letter to Carbon answer. Doubles the capacity of your letter file over use of wire clips—**50c per 1,000—10,000, $4.00, both prepaid.**

CLINCH PAPER CLIPS

1,000, 30c—5,000, $1.25—10,000, $2.25.
All above prepaid.
F. O. B. Buffalo, N. Y.—**25,000** Clips to box—**25,000, $2.50—50,000, $4.75—100,000, $8.50—500,000, $37.50.** Also put up **250—500—1,000** Clips to box for the trade. Ask for prices.

THE CLINCH CLIP CO., 196 Seneca Street, BUFFALO, N. Y.

The Tengwall File

Look for this trademark on the label

IT'S USES ARE MANY

We manufacture on short notice Loose-Leaf Accounting Forms, Binders, Files, Ledgers and Price Books, etc.

Ask for Catalogue.

THE TENGWALL CO. OF ILLINOIS
2952 Sheffield Ave. CHICAGO, U.S.A. 20 Thames St. NEW YORK, U.S.A.

GOLD PENS ALL SHAPES AND STYLES

Gold Pens for Jobbers and Fountain Pen anufacturers.
IMPRINT WORK A SPECIALTY

PRO PT REPAIR SERVICE

All makes Gold, Fountain, Stylographic Pens, Pencil Cases perfectly repaired and returned day received. Satisfaction Guaranteed.

GEO. P. GAYDOUL, 47 Ann Street, NEW YORK

P. CASTELLI & CO.
Via Dante 4, Milan, Italy

with splendid offices and show rooms are open for exclusive agencies for Italy and Colonies in all new and practical office appliances. Best references.

F. W. HEYTHEKKER
Office Appliance Dealer in
AMSTERDAM HOLLAND

Specially organized for the sale of small attractive articles, furniture, etc. Will be pleased to receive catalogs and prices from manufacturers. Sole dealerships preferred. Wholesale and retail.

BE UP TO DATE

Keep posted regarding all new office devices and equipment. Subscribe for

OFFICE APPLIANCES

$1.50 a year; foreign $2.00. Trial subscription in the United States, 4 months, 50 cents. Subscription agents write for our liberal commission offer.

THE OFFICE APPLIANCE CO.
303 Dearborn Street CHICAGO

HUNGARY

Glück M. Ödön
Budapest, VI.
Liszt Ferencz-tér 18.
is always open for novelties as Dealer or Agent.

Office Appliance Manufacturers

who want active representation by an established house in Argentine Republic, the most important market in South America, should write to

BILLIET & CIA.,
361 Reconquista BUENOS AIRES

HIGHEST GRADE OF RUBBER GOODS ONLY

DAVOL
RED TREASURY BANDS

ELASTIC BANDS
"Red Treasury"
DAVOL PARA
AND
QUAKER BRAND
PURE GUM

ALL ABSOLUTELY GUARANTEED
WRITE FOR PRICES

DAVOL
1874 TRADE MARK 1911
THE STANDARD FOR ALL RUBBER GOODS

MANUFACTURED BY
DAVOL RUBBER COMPANY PROVIDENCE R.I. U.S.A.

Pneumatic Telephone Receiver Cushion

EXCLUDES ALL OTHER SOUNDS & RENDERS VOICE PERFECTLY DISTINCT. FITS ANY TELEPHONE RECEIVER.

WRITE FOR PRICES

AS GOOD AS THE BEST—
BETTER THAN THE REST

TYPEWRITER RIBBONS AND CARBON PAPER

Manufactured by

The S. T. Smith Co.
11 Barclay St., New York

McM MULTIPLE-RING PRICE BOOK

Sheets Do Not Tear Out

SHEETS DO NOT TEAR OUT

Seven rings scientifically made
Automatic openers for rings
1-8" thinner than other books
Cost no more than the old kind

OVER 350 STOCK SIZES AND STYLES

*Does a book which corrects the trouble you have had—**sheets tearing out**—appeal to you?*

Dealers should provide this book. It corrects trouble and broadens the field for Ring Book uses.

McMILLAN BOOK CO., Syracuse, New York

Reliable Salesmen Wanted!
We desire to secure the Services of high-grade Office Specialty Salesmen everywhere. Exceptional opportunity and inducements offered. An excellent main or profitable side line.

REST YOUR BRAIN

ARITHSTYLE ARITH-MACHINE
Handiest, Fastest, Cheapest
PRACTICAL COMPUTING MACHINE
Adds, Subtracts, Multiplies, Divides.
Carries Automatically. Resets Instantaneously. Easily moved over page, fixed to desk, or carried in pocket. Saves Work, Relieves Strain, Avoids Errors.

GOLDMANS

DUPLEX CHECKING SYSTEM
Simplest, Safest, Quickest
PREVENTIVE OF MISTAKES
Locates Errors to Page and Account.
Proves Footings, Balances and Extensions. No change of Books, Cards, Slips, Markers or Forms of any kind. Shortest Interest and Average Methods.

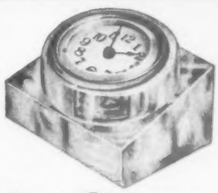
Agents Wanted! ARITHSTYLE COMPANY, Suite 17, 98th St. Arcade, New York. Request Booklet

Exclusive Selling Rights!
Important selling fields in the U. S. and Foreign Countries still open. Exclusive Selling Rights offered in return for minimum quantity contracts, giving evidence of responsibility.

THE REX CO.,
Established Dealers in Office Supplies and Agents for an American typewriter,
VIENNA, AUSTRIA
are always ready to consider agency propositions from American manufacturers.

Louis Fournier-Forquignon
TYPEWRITER DEALER
34 Rue des Petites-Ecuries
PARIS, FRANCE
Is in the market for typewriter specialties and alliedsupplies for office use.

A QUICK SELLER



Because nothing appeals to the office man more directly than an accurate
Desk Clock
An attractive paper weight; a handsome dial, and a case of sparkling glass—3½ in. square The top is on an angle, so the dial is easily seen
Sent anywhere prepaid for $1.50.
Sold by Stationers and Office Outfitters generally.
H. D. PHELPS
37 Beaver St. Ansonia, Conn.

THE RELIABLE

TIME STAMP

Like a watch but strong and durable. Most simple and accurate Time Stamp made.

Prints automatically and in a straight line, the **year, month, day, hour, minute, a. m., p. m.** Also address and six other different words, such as Rec'd, Sent, etc. Guaranteed for one year.

Stationers and office appliance dealers are making money with our machine. Why don't you?

Price
STYLE A **$18**

Reliable Time Stamp Co.
3 West Broadway, New York City.

"THE DETROIT"
Almost Eliminates Time
Mr. Dealer that is the reason the sales of the famous "The Detroit" Coin Wrappers has doubled in the last two years. Are you getting your share of the business? Write for advertising matter.
The Detroit Coin Wrapper Company
371 Harper Ave., Detroit. Toronto, Ont.

CHAS. F. LAGANKE
MANUFACTURER OF
High Grade Specialties, Models and Experimental Work, Special Tools.
Card Building, 118 St. Clair Ave, N. E.
Correspondence Solicited. CLEVELAND, O.

PATENTS

Trademarks and Copyrights

Send your business direct to Washington. Saves time and insures better service.
Personal Attention Guaranteed
25 Years' Active Practice
Specialty—Typewriting and Adding Machines
Address E. G. SIGGERS
Suite 32, N. U. Bldg., Washington, D. C.

THE THREE "RIVAL" FOUNTAIN PENS

RIVAL NON-LEAKABLE

Perfect Fitting, air-tight joints form a perfect, absolutel non-leaking writing instrument.

NEW RIVAL SELF-FILLER Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.
Made in three sizes No. 22, No. 23, No. 24. Plain, Chased and Gold Mounted.
RIVAL No. 3 with Gold or Sterling Silver Filigree Mounting, for Holiday and Fine Trade.

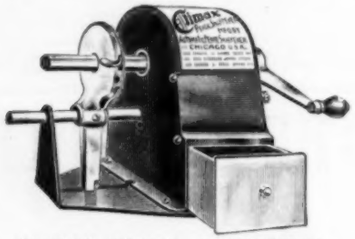
Catalog Illustrating our full line and giving Prices and Discounts will be sent to Dealers on Request. WE GUARANTEE EVERY PEN.

D. W. BEAUMEL & CO., Office and Factory, 35 Ann St., NEW YORK
FOREIGN AGENTS WANTED

grown-up, and the ensuing results will be perfectly satisfactory. The Climax will sharpen any pencil made and will do it in a quick, neat and cleanly manner, giving any kind of point desired without breaking the lead. It will sharpen artists' stick charcoal to a needle point—and this is but one of many difficult things the Climax will do.

The milling cutter of the Climax has nine spiral cutting edges each two and one-half inches long, giving twenty-two and one-half inches of cutting edge over which the work is spread. This fact together with the fine quality of tool steel employed insures a long period of service before re-sharpening is necessary. The cutter is so arranged that when it does become dull it may be easily removed and it is then sent to the Automatic Pencil Sharpener Company for re-grinding.

The pencil holder or chuck of the Climax is provided with a simple ingenious interior mechanism which, it is declared, can not get out of order. The mechanism



CLIMAX PENCIL SHARPENER.

holds the pencil firmly while it is being automatically fed and sharpened, and when the pencil reaches the stop set for the desired point the machine automatically stops cutting.

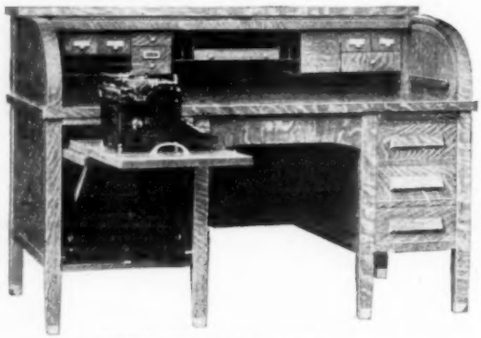
The workmanship of the Climax pencil sharpener and the quality of the materials used are very fine, producing a machine of exceptional merit and capacity.

E. C. Loomis, president and general manager of the Automatic Pencil Sharpener Company is one of the most energetic men in the field. He is thoroughly versed in the pencil sharpener business, and is an executive of rare capacity and experience. He is a man of splendid organizing ability, which is manifested in every phase of the company's affairs. The company's business literature, catalogues, etc., gotten up under Mr. Loomis' direction, are of unusual force and merit. He has made a close personal study of pencil sharpening machinery, the results of which are strongly expressed in the new battery of machines which the Automatic Pencil Sharpener Company is now putting on the market.

"Were all our desires satiated at their birth, or were we always satisfied with our present condition, in either case, as there would be nothing to draw forth our active energies, life would stagnate. In short, man was made for action, and life is a mere scene for the exercise of the mind and the engagements of the heart."

TWO NEW MOON INNOVATIONS.

The Moon Desk Company, of Muskegon, Mich., has recently devised two new things which will be welcomed by dealers in office furniture and users thereof. One is a waste-paper box to match one's desk. This waste-paper box is intended to take the place of the old familiar basket, whose appearance has all too often been decidedly out of keeping with any sense of harmony or neatness. The Moon Waste-paper Box is made



MOON DESK NO. 453½.

NEW MOON WASTEPAPER BOX.

of selected quartered oak, 18 inches high and 13 inches square. The legs are equipped with cast brass sockets and sliding shoes. The box also has two handles conveniently placed.

The Moon Desk Company is also the originator, it is said, of a new and attractive costumer, made to match its line of desks. This costumer is made of quartered

MOON COSTUMER.

oak and is 5½ feet high and equipped with brass hooks.

These two new accessories have been on the market only since January but the Moon Desk Company reports that, judging from the large sales already made, they will meet with a very general demand.

Retailers of Moon Desks will be able to equip offices with complete sets of furniture as attractive as if each set were made especially and expensively to order.

The 1912 line of Moon Desks is a winner, they say. They are reasonable in price and exceptional in quality.

Another Moon novelty is the Moon Automatic Typewriter Attachment. This 1912 typewriter desk is arranged with a door instead of a roll curtain. When this door is closed it gives the desk the appearance of being composed entirely of drawers. The cut shown herewith illustrates the combination.

The 1912 catalog of the Moon Desk Company will be ready for the mail about April 10th and will be worth having. The Moon Desk Company will be very glad indeed to supply any additional information in regard to their line.

HOGE TAKES A REST.

Hampden Hoge, one of the best known men in the stationery trade of the East, for some years the executive head of the Hoge Manufacturing Company and, since the sale of his interests in that company, the

SAME DESK AS ABOVE WITH DOOR OVER COMPARTMENT PARTLY CLOSED.

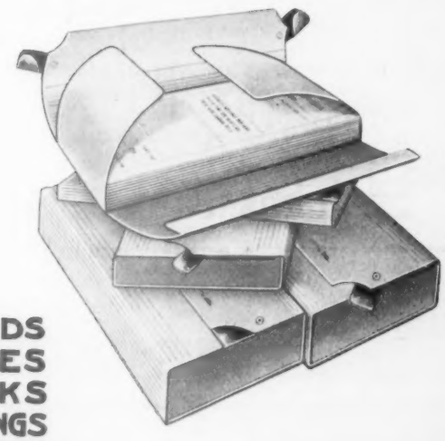
New York City general sales representative of the Thaddeus Davids Company, has resigned his position on account of ill health, and expects to go to Virginia in the near future to rest and recuperate. F. E. Ashley, who has been with the Samuel C. Tatum Company as their New York representative for the past six years, has resigned and will succeed Mr. Hoge as the Greater New York salesman for the Thaddeus Davids Company. He will assume the duties of his new position on April 22d.

"Push in busy seasons, and in dull seasons still push."

BANDLESS
FILING ENVELOPES EXPANDING

THE CLIP THAT TURNED THE TRICK

The closing device is out of the way.



NO BANDS
TAPES
HOOKS
STRINGS
RUBBERS
THING TO CATCH IN FILING

The Smead Mfg. Co.
Dept. C.,
Hastings, Minn.

YOUR FOUNTAIN PEN DIFFICULTIES

will disappear when you begin to carry this most reliable of all pens. Sales will stay sold and new customers will follow the lead of the old when you sell

The "MORTON" Fountain Pen

It has a world-wide reputation and hence is easily sold. There are many different styles in the MORTON line, but each fountain pen has a hard iridium tipped gold pen, and a rubber holder of unsurpassed finish and durability.

SPECIAL PENS FOR EVERY USE

Banking · Stenography
Bookkeeping · Manifolding

Manufactured by
J. MORTON
2 MAIDEN LANE, NEW YORK
Catalogue upon request

St. Johns 1912 Patterns

show sp'endid new tables in every branch of the line, at prices impossible to any but the largest table factory in the world.

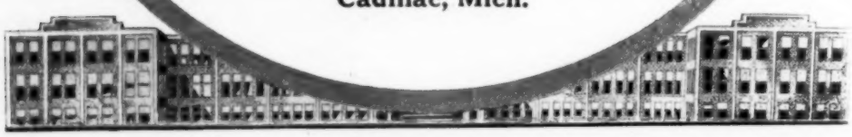
For example look at the illustration above: the massive top is 1½" thick, 5-ply, with cross banded edge; the rail is framed in and contains a commodious drawer. The platform base is 6" wide, with pillars 3¼" thick and a substantial reinforced stretcher 1½" thick. Every inch of this design is full selected quartered oak, or genuine mahogany, with fine dull-rubbed finish—can you equal that anywhere in either wood at the price of $30.00?

We have one or two tables that cost more, and numbers at less—way down to $2.50; but, whatever price you pay you are getting durability, good appearance, rigidity and service that will satisfy the highest expectations of the purchaser.

May we send our catalog?

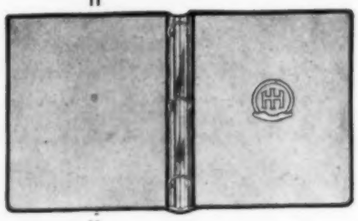
St. Johns Table Company

Cadillac, Mich.



TWO FEATURES

That make the H-H Line of loose leaf specialties command the attention of commercial stationers in all parts of the country.



OVAL ROD ARCH RINGS OVAL PUNCHINGS TO MATCH

Give triple bearing surface and better alignment for the sheets. They don't tear out easily. Try them.

HAMACHER-HAWKINS MANUFACTURING CO.

Kansas City, - - - Mo.
New York, 318 Broadway

MACHINE TO SAVE WASTE PAPER.

It is stated that the rapidly decreasing supply of wood pulp has raised the price of paper pulp over 400 per cent in the last few years. Some well informed people regard it as actually criminal to burn or destroy any waste paper, because they realize that the sources of production of raw material for the manufacture of paper are continually growing less.

The Economy Fire Proof Baler, illustrated on page 134, is a device designed to assist in saving all waste paper and turning it into profit. The machine occupies only about 2x3 feet floor space and stands but 6 feet high. It may be set in any convenient place in a store, office or factory, for use as a steel fireproof box ready to receive waste as it accumulates. The manufacturers state that it easily handles heavy pasteboard boxes or waste of any description and that being of steel construction it will bale even scrap tin or other light metal; also that the mechanism is so simple and powerful that the average 100-pound boy can operate the Economy Baler successfully and put about two tons pressure upon the bale; that one boy can bale 3 tons per ten hours and handle all the bales. The machine is so constructed that one man can easily move it on a two-wheel truck to any place convenient to catch straw, excelsior, paper, etc., as goods are unpacked.

A good profit accrues from the sale of the waste baled with this device, and the manufacturers state that even a business of only $10,000 a year can make an Economy Baler pay for itself within a few months.

And beside, the Economy Fire Proof Baler affords a means of keeping the business premises neat and sanitary. Moreover it reduces fire risk and according to the manufacturers has been so recognized by insurance underwriters. The loose waste is kept out of nooks and corners of the premises and inside the steel fireproof box of the press, so that the danger is very much lessened of spontaneous combustion or of fire from carelessly thrown matches, etc. It is stated that the tremendous pressure of the "Economy," in baling, makes the bales so solid that access of air for the support of combustion is rendered impossible.

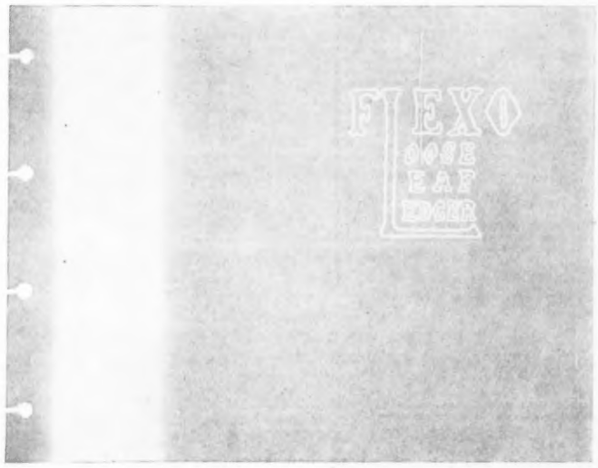
All Economy Balers are equipped with automatic expansion bale chambers which facilitate easy removal of the complete bale, without the use of a crowbar, and the bales are of convenient size and weight so that one boy can handle them.

These machines are made in several sizes and styles for adaptation to the needs of various concerns. Anyone desiring further particulars should write for an interesting descriptive booklet to Economy Baler Co., Ann Arbor, Michigan. Dealers and specialty men should obtain complete details regarding Economy Balers, not only for their own use but as an article which they ought to be able to handle profitably. It is a good seller and the manufacturer offers liberal terms to agents.

PLEW AND MOTTER ADOPT NEW LEDGER PAPER.

The Plew & Motter Company of Chicago has adopted as its standard leaf for loose leaf books a hinged ledger paper, which was recently produced by the Byron Weston Company.

This announcement, it is believed, will be of no little interest to dealers who are already familiar with the enterprise and progressiveness of the Plew and Motter Company. This concern has made very rapid progress in the art of loose leaf manufacture and has a remarkably useful and interesting line of goods. They will be glad to furnish dealers with catalogues and full information regarding their lines, on application.



BYRON WESTON FLEXIBLE HINGE SHEET ADOPTED BY PLEW & MOTTER COMPANY.

AETNA COMPANY WILL FEATURE BURROUGHS SAFETY DEVICES.

The safety devices used in the Burroughs Adding Machine Company's factory at Detroit to protect employes from accident and injury will be featured by the Aetna Life Insurance Company in a book soon to be published by its Bureau of Inspection and Accident Prevention.

Mr. David Van Schaack, director of this bureau in New York, has been collecting material for the book among the large factories of the United States, and at his direction Mr. Douglass, of the Aetna Company's Chicago staff, visited the factory and photographed a number of Burroughs safety devices.

The Aetna book will probably bear the title, "Metal Working Safeguards," but this had not been definitely decided, as the work is still in the elemental stages. The idea of using Burroughs photographs occurred to Mr. Van Schaack during a trip through the factory last fall. He was greatly impressed by the many simple yet serviceable devices designed for the protection of employes and decided that these ideas ought to be given wider publicity.

One of the simplest and at the same time most efficient safety devices in use in the factory is known as the two-hand tripping device on punch presses.

Many safety devices for punch presses have been invented, but none proved entirely satisfactory until T. W. Booth, foreman of the Burroughs punch press department, invented a two-handled guard.

It is customary to feed a punch press with the left hand, tripping the punch by the handle at the right. Mr. Booth's invention is merely the addition of a second handle, and an arrangement such that the punch cannot be tripped unless both of the operator's hands rest on the handles. This obviates the possibility of either hand being under the punch at the time it descends. By feeding the press from the tray at the left, and striking the left hand lever with the wrist, as the hand returns from another supply of material, the same speed is maintained as though only one lever were used.

A similar safety device is the drop hammer used in straightening parts. The operation of the machine is exactly the same as that of the punch press.

Guards have also been designed to protect the girls who operate electric drills, burring machines and drill presses.

STATIONER PROMINENT IN PUBLIC LIFE.

Office Appliances is in receipt of a copy of the Boston American of Friday, February 23d, showing on the front page, in the full width of the paper, a picture of the hearing on the Grand Trunk petition at the Massachusetts State House in Boston. The picture was taken at the time Ralph S. Bauer of Lynn was speaking and shows Mr. Bauer in the center, urging the building of the Grand Trunk line in Boston. His remarks are being taken down by a corps of stenographers. Mr. Bauer, in addition to his prominence in the stationery trade, is one of the most public-spirited citizens of Massachusetts. He is president of the Lynn Board of Trade and is foremost in all movements for the betterment of his community.

Be Advised

Of Another Point of Distinction of

Buckskin and Daisy
BRANDS
Carbon Papers and Typewriter Ribbons

They Will Not Deteriorate

The compositions are neutralized in such a way as not only to prevent deterioration but actually to preserve the paper and cloth against time and climate.

There's satisfaction in knowing you handle the best carbon paper and typewriter ribbons that skill and experience can possibly produce, but there's more satisfaction in knowing that the last box on your shelf is as good as the first.

Write for samples of

Buckskin and Daisy
BRANDS
Carbon Papers and Typewriter Ribbons

"The Line of Distinctive Quality"

Manufacturd by

Neely & Peacock
Chicago, U. S. A.

FULTON SPECIALTIES

The most complete line of rubber stamp goods—The highest standard of manufacture—Largest variety—Lowest prices, quality considered.

SOLD BY THE LEADING DEALERS ALL OVER THE WORLD.

FULTON—Price and Sign Markers. New catalog showing complete line now being distributed. Copy upon request.

FULTON—Business and Office Outfits. Handsomest solid rubber type sets made. Put up in polished wood boxes with pads and holders ready for use.

FULTON—Rubber Type. All sizes and styles. We can duplicate any rubber type set made.

FULTON—Stamp Pads. We sell direct to the trade. All discounts are yours.

FULTON—Non-Blurring Wood Pads. Best stamp pads made.

FULTON—Band Daters and Numberers. In all sizes.

FULTON—Indelible Inks. Absolutely guaranteed.

FULTON RUBBER TYPE CO.
128-142 FULTON ST.,
ELIZABETH, N. J.
Established 1890

TYPEWRITER RIBBON STOCK AND SALES CABINET.

The cut which appears herewith will give the reader an idea of the construction of a new cabinet recently invented by Fred G. Berg and Merle B. Horney of Enid, Okla., Serial No. 67494, patent issued March 19, 1912.

By means of this arrangement any clerk, with but meager knowledge of typewriter ribbons, sizes and colors, can sell the proper ribbon asked for (provided it is in stock) without touching or disturbing any other ribbon. For instance, by way of explanation, the six first partitions or chutes on the left-hand side are used for blind machine ribbons, or those 1⅜ or one inch wide. Next, starting from the left to right and horizontally across the case are ribbons of all one color, say purple copy; the next row down, purple record; the third row from the top, blue copy, and the fourth, blue record; the two bottom rows, black copy and black record. Next is the distribution as to size and machine. For instance the first is used as Oliver or 7/16-inch ribbons, the next ½-inch Underwoods, the next a "common half-inch ribbon" requiring no special spool, such as the L. C. Smith, Monarch, Secor, some Foxs and Royals. These all being practically interchangeable, so far as ribbons are concerned, it is not necessary to carry a stock of ribbons for each individual machine. Next come the Smith-Premier Visible and the Remington Visible.

The main trouble with the typewriter ribbon business in an average sized town has been that the dealer has not been able to keep his stock properly, and if he did, with what he has had to keep it in, half the time he has lost business by taking up the purchaser's time and his own in hunting for a ribbon, and, getting discouraged at not finding it readily, says, "We're just out of that color; can't you use a blue?"

This is also a self-invoicing cabinet. Each partition is provided with a movable counting arrangement that moves under and with the ribbons, showing the number directly under the box on display, and in inventory time or when ordering ribbons, all that is necessary to find your number in stock of any one particular kind, is to tilt the box on display on its edge, which will show the number of ribbons in stock left in that particular division.

The ribbons are fed into the case from the front, and the case now built and in use provides for eight ribbons of a kind in each partition. The patent provides for any number and the case may be built to any size or specifications.

The patent is owned jointly by Fred G. Berg and Merle B. Horney of Enid, Oklahoma, to whom all correspondence should be addressed. Mr. Berg is a young typewriter man of something like fourteen years' experience in the typewriter and supply business, and Mr. Horney is an old hand at the stationery and book business.

BERG & HORNEY'S RIBBON CABINET. (See Patent Page Drawings.)

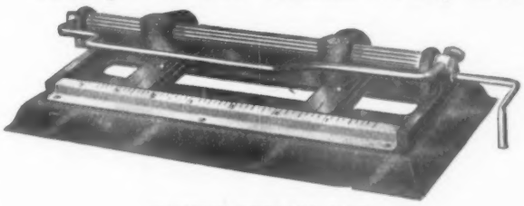
WANTS TO HEAR FROM AMERICAN HOUSES.

H. Auerbach of the Comptoir Industriel Anglo-Francais, 21 Rue Meslay, Paris, France, desires to get in touch with American manufacturers of office appliances of all kinds who may be interested in European markets. Mr. Auerbach speaks French, English, Spanish, German, Italian and Dutch and is prepared to give abundant references.

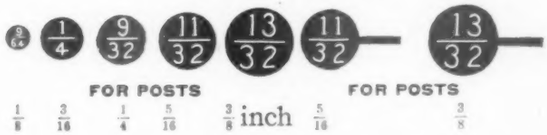
Anyone who may wish to hear from Mr. Auerbach and secure his terms and references should write him at the above address.

THE HUMMER

is that better quality Combination Adjustable Office Punch at a low price for which every dealer and every user has been looking.



PATENT APPLIED FOR



Adjustable to any distance between centers from ¾ inch minimum to 7⅛ inches maximum.

Can be fitted with extra heads for punching three or more holes at one operation.

Side gauge adjustable to any desired margin and may be used on either side.

Maximum distance from center of holes to binding edge of sheet ½ inch for round holes and ⅝ inch for slotted holes.

Solid iron base, size 4½ x 9¾ inches, handsomely finished in oxidized copper. Trimmings nicely nickel plated.

Every stationer will appreciate the special features and price advantage of "The Hummer". It means more business.

THE SAM'L C. TATUM CO.

Main Office and Factory,
CINCINNATI, OHIO

THE LINE OF TRUE MERIT ESTABLISHED 1859 TATUM

New York Office,
180 FULTON STREET

Makers of "The Line of True Merit"

It Costs You More

than the profit in a small safe if you lose a customer on account of dissatisfaction which many of the cheap safes are responsible for.

It Costs You Less

to handle the VICTOR fire-proof safes because the margin of profit is greater, dependence can be placed in every safe and they win trade and prestige for the dealer.

It Costs You Nothing

to investigate our proposition.

JUST WRITE AND ASK FOR "CATALOGUE 8"

The Victor Safe & Lock Co.

CINCINNATI, OHIO

Highest Award Grand Prize and Gold Medal, World's Fair, St. Louis, 1904

Sell to the Trade Only

We have on hand a general line of all makes of typewriters, in the rough, complete with all parts, and are now making very attractive prices.

Write immediately or wire for bed-rock quotations.

B. D. Underwood Typewriter Exchange

170 W. Randolph St. Chicago, Il

No. 398

Nonnast Guaranteed Office Tables

are made in the latest accepted designs and are unsurpassed in quality of materials, workmanship and finish.

The line comprises tables for every range of business use, from a small telephone stand to a director's table, such as shown above.

We have now ready for distribution, a comprehensive Book of Office Tables, conveniently arranged for ready reference.

Write for this book at once.

LOUIS F. NONNAST

1015 North Halsted Street Chicago, Illinois

Reynolds Envelope Sealer

The most simple, reliable and durable Sealer ever put on the market

Price: Hand Machine (6,000 per hour) $35.00
Electric Machine (12,000 per hour).....125.00

"We consider the Reynolds the best machine on the market. It paid for itself the first month we had it."
Pittsburg Gage & Supply Co., Pittsburg, Pa.

"It is fool proof and can be run by anybody who knows enough to manipulate a clothes wringer. Our one regret is that we did not know about it sooner." Anti-Saloon League of Maryland, Baltimore.

"It is giving entire satisfaction. It is one of the best investments in our office." Wm. H. Wise Publishing Co., Chicago.

Send for literature and trial proposition.

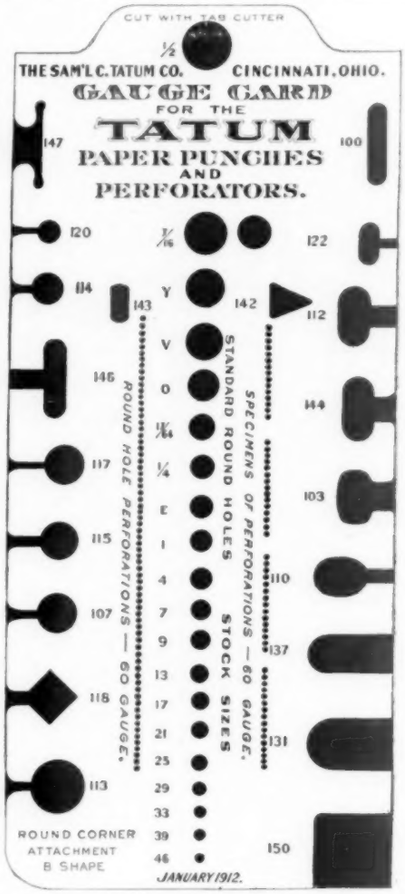
DEALERS: Some exclusive territory still open for a live dealer who is a salesman as well.

Hand machine, capacity 6,000 per hour. Pat. U. S. 1910. Foreign patents allowed and pending.

H. J. REYNOLDS & CO., 157 N. State Street, Chicago, Ill.

NEW METAL GAUGE CARD.

The Sam'l C. Tatum Company of Cincinnati, Ohio, have just issued a metal gauge card, showing the different shapes and styles of round hole and special punching and perforating that can be done on the Tatum machines. These gauge cards are being mailed to all of the users of the company's machines in every part of the world. It is believed that the company's



customers will appreciate the receipt of these cards and that they will be of great assistance in ordering supplies.

The company is especially proud of the cards because of the perforating which is shown thereon, which they regard as a very severe test of their machine, 3,700 of these cards having been perforated on one of their stock perforators without the breakage of a single needle. Office Appliances takes pleasure in showing herewith an electrotype of the gauge card referred to above.

ORGANIZES TYPEWRITER COMPANY.

J. C. Good has organized the Tulsa Typewriter Company at 114 E. Second street, Tulsa, Okla. Mr. Good is the proprietor of the company. He is the agent for the L. C. Smith & Bros. Co. and the Standard Folding typewriter, also for the Rotary Neostyle, Carnation brand ribbons and carbons and a large line of other goods for the office.

VETERAN INK MAN.

In a recent issue of The Weekly Intruder of Cincinnati, Ohio, was published the accompanying picture of John Brinkman; and under these headings:

"John Brinkman, Manager.

Twenty-four Years With Firm of F. A. Woodmansee, Fluid Ink, Mucilage and Paste Manufacturers of Cincinnati, Ohio,"

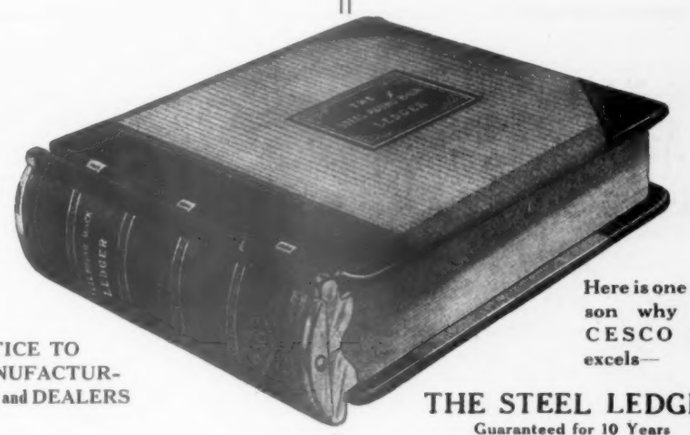
appeared an interesting article. It gave a brief summary of the history of the Frank A. Woodmansee business, telling of how it was started in 1846 in a small way in the manufacture of ink. The business developed and the product gave such satisfaction that eventually the manufacture of mucilage and paste was added, and now these, together with all colors of ink, are made for all purposes. The goods have become popular with large railroads and corporations, especially the Woodmansee stamp pad ink.

JOHN BRINKMAN.

John Brinkman started in the business as an office boy and worked up to his present position as manager, which he has held during the last two years and during which time the trade of the concern has shown a substantial increase, now extending to all parts of the United States and into foreign countries. The Weekly Intruder article states that John Brinkman supervises all details of the business, including the manufacturing and office departments; it emphasizes the fact that he, like the Woodmansee goods, can be depended upon as entirely worthy, reliable and up-to-date.

Any concern desiring detailed information regarding Woodmansee products should

Cesco LOOSE LEAF DEVICES ARE THE STANDARD BY WHICH OTHERS ARE GAUGED



Here is one reason why the CESCO line excels—

NOTICE TO MANUFACTURERS and DEALERS

THE **STEEL LEDGER** is fully covered and protected by patent No. 985,403. A decree has just been handed down by the United States District Court of Illinois sustaining our claim against a Western Manufacturer. While we appreciate the compliment given our device in the endeavor to copy its construction, yet for our own and our dealers' protection we shall vigorously prosecute any infringements.

THE STEEL LEDGER
Guaranteed for 10 Years

MADE from Cold Rolled Steel its construction is mechanically perfect—the ease with which it can be expanded or contracted—its neatness of appearance and its exceptionally handsome finish has made the Steel Ledger the most salable on the market.

SEND FOR OUR NEW CATALOG AND DEALERS' SAMPLE PROPOSITION

OUR new catalog, a handsome edition of 80 pages, should be in the hands of every dealer. It illustrates the most up-to date assortment of Loose Leaf devices and commercial forms. Our special sample outfit enables you with but a trifling investment to completely equip your Loose Leaf department. Send for full description, also for the catalog today.

THE C. E. SHEPPARD COMPANY

MANUFACTURERS TO THE TRADE

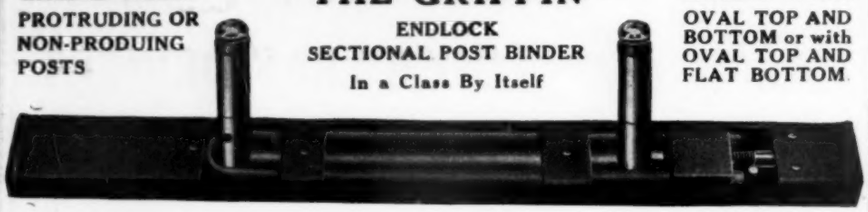
LOOSE — LEAF — DEVICES

82-84 FULTON STREET NEW YORK

MADE WITH PROTRUDING OR NON-PRODUING POSTS

"THE GRIFFIN"
ENDLOCK
SECTIONAL POST BINDER
In a Class By Itself

MADE WITH OVAL TOP AND BOTTOM or with OVAL TOP AND FLAT BOTTOM



Locking mechanism independent of case. Locking *all around* the post. Sections made as sections *should be*—to fit perfectly with no rough joints.

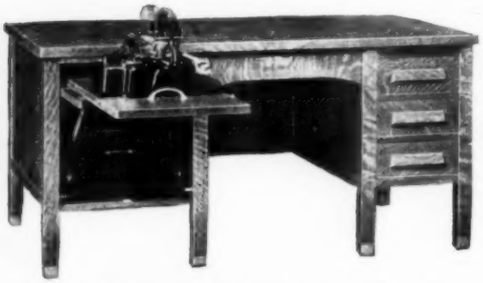
QUICKEST DELIVERIES ON RECORD

Foreign service unexcelled—Write for catalog and trade proposition.

THE TENACITY MFG. CO., Inc. 116-124 Opera Place, CINCINNATI, O., U. S. A.

YOUR STOCK IS NOT COMPLETE WITHOUT MOON BASKETS

MOON WASTE BASKET—made from selected quartered white oak, veneered inside and out; legs equipped with brass sockets. 18 inches high, 13 inches square.



No. 485—Quartered oak and genuine mahogany. 60" and 55" long; 34" wide; 30" high. Moon Patented Typewriter Attachment.

Complete 1912 Catalog
mailed on request

MOON DESK COMPANY
MUSKEGON, MICHIGAN

Trial Subscription
4 Months 50c

Office Appliances
The Magazine of Office Equipment
303 Dearborn Street
CHICAGO

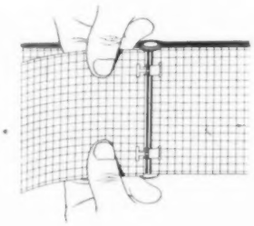
Carbon Paper and Ribbon
MACHINERY
Hard Finish Carbon Machinery
17 years' experience

JOHN WALDRON COMPANY
NEW BRUNSWICK, NEW JERSEY

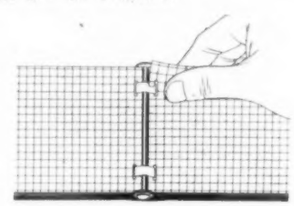
write for complete catalog to Frank A. Woodmansee, 133 East Pearl street, Cincinnati, Ohio.

NEW LOOSE LEAF BOOKS.

Bacon said: "Of the making of many books there is no end." This is almost true of the loose leaf book. There seems to be no end of clever ideas, likewise. One of the recent ingenious devices is an invention of Elmer E. Buchan, of Chicago, who has devised a loose leaf pocket note book, with the Buchan binder, which is said to possess several features distinctively its own. It is flat opening and it is claimed that the mechanism and style of perfora-



tions for ends of leaves affords ample space. Another advantage claimed is the small margin required for the punching of the "T" shaped perforations which fit over the rings of the book. The sheets can be removed from the binder singly, if necessary, without the operation of the mechanism and without the distribution of the sheets for further use. The mechanism when closed will not, it is said, release in the pocket. The directions given for the Buchan are as follows:



To insert a new supply of sheets, turn the finger wheel until the opening of the flange is at the desired position, when the binder can be filled by inserting the sheet in groups of six or eight. The opening should afterwards be guarded by turning the finger wheel.

The two finger wheels are flat and turn snugly about the curved metal receptacle in the book, making a very thin book which operates very readily. The cuts shown herewith illustrate the appearance and operation of the new binder.

OFFICE TRAINING SCHOOL IN COLUMBUS.

The Office Training School, opened in the McCune building at Columbus, Ohio, about a year ago under the management of Mr. Hoffhines and Mr. Ohmert, both of whom are connected with the Columbus High School of Commerce, has now moved into larger premises in the Central Build-

ing & Loan building at 46 E. Gay street. The school admits no students who are not high school graduates. The present enrollment numbers about fifty and is said to be steadily increasing.

STOCKING NOW WITH NEENAH PAPER CO.

Louis D. Stocking, for the last four years advertising manager of the Shaw-Walker Company, resigned that position not long ago and is now advertising manager of the Neenah Paper Company of Neenah, Wis.

L. D. STOCKING.

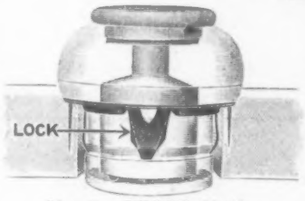
Mr. Stocking is a man who has had a thorough training in the advertising field. He is splendidly equipped for his new position, and under his able direction the products of the Neenah Paper Company will become known in every section of the country. Stocking is a fine fellow in every sense and the Neenah Paper Company is to be congratulated on securing his services.

BIG SALE OF FILING CABINETS.

R. E. Rose, manager of the New York office of the Yawman & Erbe Manufacturing Company, is greatly pleased over a recent sale his office made to the Equitable Life Assurance Association, which on the day of the recent Equitable fire sent to the Yawman & Erbe Company duplicate orders for practically all the Yawman & Erbe oak and mahogany equipment they had purchased during the last several years. This means that the Equitable Life Assurance Association's premises are now equipped with Yawman & Erbe cabinets, sections, card indexes, etc., in practically every office of the temporary quarters.

As a result of the careful record kept of the equipment used in various departments of the Equitable, the New York store of the Yawman & Erbe Company was able to anticipate the demands of the executives for duplicate outfits. Deliveries were made ahead of time, much to the satisfaction of the Equitable people and the Yawman & Erbe Company itself.

The "SENGBUSCH" Self-Closing "LOCKWELL"



No. 8. PRICE $1.60

Locks firmly to the desk and cannot be removed without the aid of a key.

Just the thing for Public Desks in BANKS, POST OFFICES, STATE CAPITOLS, COUNTY AND CITY OFFICES, HOTELS, SCHOOLS, Etc.

The principle and construction of the **"LOCKWELL"** is identical with that of all other numbers manufactured by us, so well known to the public. The feature brought out here is the **LOCKING DEVICE.**

Write for Catalogue of Our Complete Line

SENGBUSCH SELF-CLOSING INKSTAND CO., 320 Stroh Bldg., Milwaukee, Wis.

THE
ELLIS ADJUSTABLE OFFICE LAMP
for increased efficiency.

¶ The Ellis concentrates light exactly where needed, eliminates eyestrain, and promotes speed and accuracy. Can be attached to any desk or table, and does not mar furniture. Can be telescoped or pushed to one side when not in use.

¶ Special sizes and finishes for every office requirement.

¶ Dealers will find the agency for this line profitable.

WILLIAM F. WOLFF
SOLE DISTRIBUTOR
32 Union Square New York
Send for agency proposition

HIGGINS'

- Drawing Inks, Blacks and Colors
- Eternal Writing Ink
- Engrossing Ink
- Taurine Mucilage
- Photo Mounter Paste
- Drawing Board and Library Mucilage
- Office Paste
- Liquid Paste
- Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives
Main Office and Factory, Brooklyn, N. Y., U. S. A. New York—Chicago—London

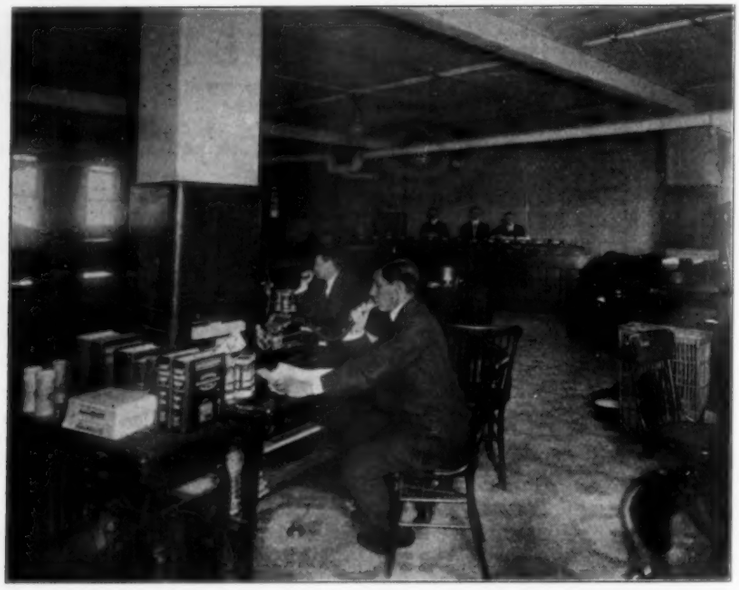
PANAMA TEMPLE WING EYE SHADE

"Would now be wearing eye glasses if I had not worn your Panama Temple Wing Eyeshade."—Teller Chicago Bank.

Price, 25 Cents; 5 for $1.00

SAVE YOUR EYES

Weight, ¼-oz. **THE TEXAS CO.,** 134 So. Clinton Street, CHICAGO, U. S. A.



"GENERAL STATION" DICTAPHONE, HILL PUBLISHING COMPANY.

BIG PUBLISHER USES DICTAPHONES.

One of the most important recent installations of dictating machines was that of 33 Dictaphones in the offices of the Hill Publishing Company, 505 Pearl street, New York City.

Of far more importance than the size of the order is the fact that every letter and every folio of editorial manuscript is dictated into and transcribed from the Dictaphone; not one word being dictated to a shorthand amanuensis in this establishment. Every dictator from the president down dictates to the Dictaphone.

The argument that a Dictaphone is only adapted to the work of the detail man is wholly exploded, as the most technical editorial manuscripts of the "Engineering & Mining Journal," "Engineering News," "American Machinist," "Power" and "Coal Age" are dictated into the Dictaphone.

One of the editors, an accomplished linguist, translates editorial manuscript from foreign papers and magazines into English into the Dictaphone. This is another use for the instrument.

The Hill Publishing Company have sixty-five dictators, thirty-four of whom are editors and ten "dictatypists" transcribe the hundreds of letters and hundreds of folios of editorial manuscript daily. It is safe to say that over twenty stenographers could not do the same work as rapidly or as accurately.

The offices of this company occupy the entire tenth floor of the large building in 505 Pearl street, and the usual glass partitions for private offices are conspicuous by their absence. Upon entering one is immediately struck with the splendid arrangement; and, with over 175 people busily engaged, almost absolute silence prevails.

"General station machines" on tables in the open office are used. The work of the other dictators is not interfered with, as the dictator can dictate in a very low tone and no one is disturbed by loud talking. The sensitive recording diaphragm of the Dictaphone is responsible for this.

The president, James A. Hill, uses the Dictaphone on his roll top desk, and when done with it simply puts the instrument on the leaf of the desk and closes up for the night.

Chester W. Bibble, the vice-president of the company, states that the compactness and portability of the Dictaphone are important features, as they have occasion to move the instrument from desk to desk for the use of the associate editors, and with convenient electrical connections most desirable arrangements can be made for the convenience of the dictator.

The size of the Dictaphone has permitted them to place the instrument in filing cabinets, entirely out of the way and yet most convenient and accessible.

From 80 to 90 cylinders are transcribed daily in the dictatype department, which is ably managed by Miss C. Meyer, and when one takes into consideration that the correspondents in the subscription department dictate over 20 letters to a cylinder and that a "dictatypist" (operator) writes from eight to nine cylinders per day, one can immediately appreciate the volume of transcribed matter emanating from this department daily.

LOOKS FOR BUSINESS IN SOUTH AMERICA.

A Frenchman experienced in the typewriter business, sub-agent for two well-known machines, has in contemplation a move looking to the establishment of an office appliance business in South America, preferably in Brazil. He is a resident of Bordeaux, where he says the trade conditions for a couple of years have not been very favorable. He believes that the rewards of labor will be greater in South America than in France, especially as he is a good linguist, speaking Spanish fluently and some Portuguese. He also speaks French, English and German, likewise Swedish.

Our correspondent is an experienced salesman, with a record of ten successful years in the typewriter line. He desires to get in touch with such typewriter companies as may wish to open an agency in South America.

CARBON-LESS PAPER COMPANY'S ASSETS SOLD.

Leone Mustacchi, an importer at 2 Stone street, New York, is stated to have purchased the assets of the Carbon-Less Paper Company at a sale recently held. He is a relative of a former partner of G. C. Lutz, formerly head of the Carbon-Less Company. It is stated that the Lutz interests have nothing further to do with the company, but Mr. Mustacchi states that he is going over the plant getting it in shape and hopes inside of ten days to have it in operation again.

USING DICTAPHONE IN EDITORIAL OFFICES, HILL PUBLISHING COMPANY.

Quick Profit

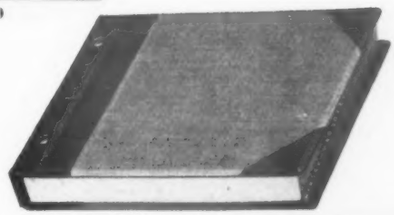
$2.00

We want to send YOU, on approval, this selection of:

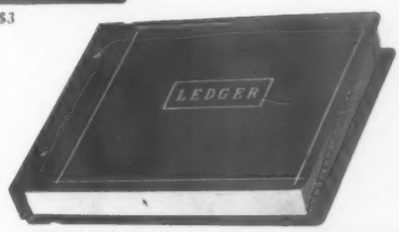
BADGER LOOSE-LEAF LEDGERS

They're good "movers" and carry an attractive discount—that means Quick Profit! We'll ship these four ledgers, prepaid, to any responsible dealer. If they're not all we claim them to be send them back—at our expense. That's fair enough, isn't it?

BADGER-IT - $2.00



BADGER-BEAUTY $3



MOREHOUSE (121) $6.50

BADGER KEE-LOK - - - - $8.00

$8.00

We claim, and know that the "Badger" Loose-Leaf Ledgers are better than most and equalled by very few. The material is the best of its kind; the workers, the most expert in their line; the critical supervision of every detail of manufacture is thoroughly vigilant and systematic. So our guarantee of worth and quality is solid and unequivocal. We stand back of the goods, every time and all the time.

Badger-It Ledger—Olive Green Cloth binding. 200 leaves, 8x10½. D. E. Ruling only.

Badger-Beauty Ledger—Olive Green Cloth binding, with back and corners of Black Seal Grain Cowhide Leather. 250 leaves, 8x10½. All the popular rulings.

Morehouse Ledger—Red Russia Cowhide Leather. 250 leaves, 8x10½. Four bindings. Four sizes. All the popular rulings.

Badger Kee-Lok Ledger—Corduroy binding, with back and covers of Red Russia Cowhide Leather. 300 leaves, 9x11½. Detachable key. All the popular rulings.

All our Ledgers have stiff heavy covers; bevel-edged and round-cornered; and have an expansive capacity of about 80 per cent. Prices are for complete ledger, with indexes properly spaced throughout and ready for immediate use.

258-260-262-264 FLORIDA ST.

THE HEINN COMPANY

ORIGINATORS OF THE LOOSE-LEAF SYSTEM OF CATALOGING

THE BADGER LINE LOOSE-LEAF DEVICES

MILWAUKEE WISCONSIN

FIREPROOFING THE MODERN OFFICE.

Discussion Regarding Steel Furniture and Fixtures and Their Uses.

(Illustrations supplied by Art Metal Construction Company of Jamestown, N. Y.)

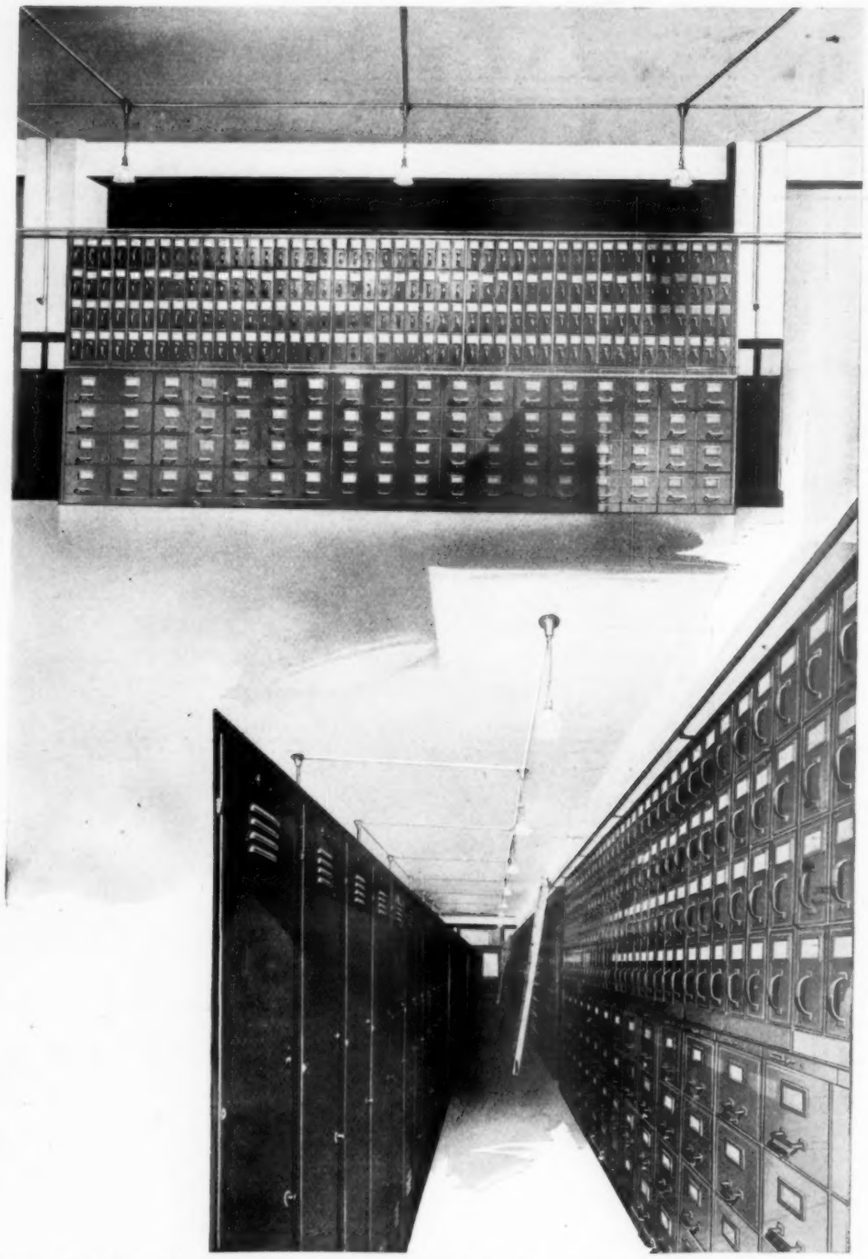
STEEL office furniture is a typical American product, invented by men who have done much toward making our country the leader in fine office appointments. It exists in answer to the demand of many business men for those peculiar advantages which are claimed for the steel furniture lines—that is to say, that steel office furniture, in addition to being under the modern refined processes of very sightly and handsome appearance, is, at the same time, durable to the last degree. The very nature of its construction renders it practically impervious to atmospheric conditions. It likewise offers a certain not inconsiderable degree of protection against fire. Indeed, the question of fire prevention is engaging the attention of the business world everywhere; and whatever promises a degree of safety in this respect is assured of a tentative hearing.

It is reported that there are fireproof buildings in process of construction in several of the large cities, the leases for space in which specify that tenants shall equip their offices with steel furniture.

Many office appliances dealers are alive to the talking points of steel furniture and are not slow to adopt steel lines—at least, as a part of their stock. Many leading dealers are featuring steel lines and getting splendid results through the propaganda of the manufacturers and the increasing favor of the users.

Immense strides have been made in the last twenty-five years in the manufacture of steel equipment for offices. A quarter of a century ago there were not a score of workmen in the United States skilled in steel cabinet making. Today there is one concern alone which gives steady employment to over 1,500 skilled metal workers, and which operates two large, splendidly equipped factories, whose annual output runs into the millions of dollars. Steel desks, tables, chairs, filing cabinets and all movable furniture, not to mention steel doors, and interior trim, are now in quite common use by business houses; yet there are many men in the field of office appliances who have only a faint conception of the extent of this great industry.

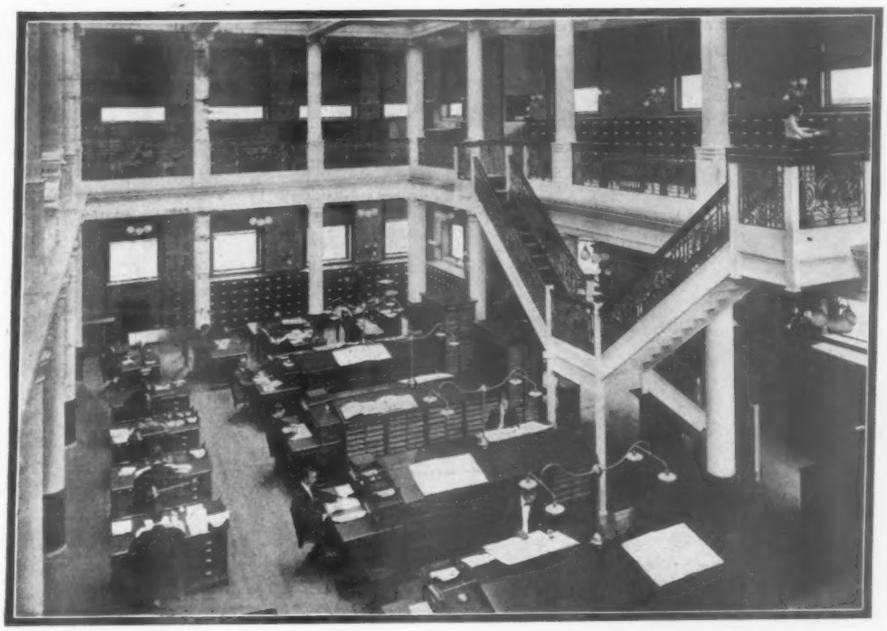
There would be a good market for steel furniture even were it not for the somewhat too glowing claims of some of the steel furniture manufacturers, with regard to the fireproof quality of steel furniture. The tremendous advance which has been made in the manufacture of steel plates in the last twenty-five years, and more especially in the last decade, has made steel valuable for purposes of furniture manufacturing. A new product has been added to the cabinet makers' art—one which is durable, lends itself to decoration and will withstand any climate, and all this apart from the fact that it is undoubtedly non-combustible. However, no claim ought to be made that steel furniture will stand up when exposed to fire hazards that should properly be met by the construction of the building. That the well constructed steel cabinet offers a considerable degree of protection in an ordinary fire is sufficiently obvious to be admitted without argument.



Missouri & Kansas City Telephone Company, Kansas City, Mo. Over 300 filing cabinets of stock design were furnished by the Art Metal Construction Company.

Fire prevention is a subject of great importance. It is promoted by business men and insurance companies, wherever possible, by the erection of fireproof buildings, so-called slow burning mill construction buildings by the adoption of automatic sprinkling devices, automatic cut-off doors, and various other devices, including, sometimes, whatever degree of protection can be afforded the contents of the building by the use of non-combustible interior appliances. If it were not for the combustiblity of the contents, steel furniture in fireproof buildings would eliminate the starting point of fires. The claim of most steel furniture manufacturers is that steel affords protection against the spread of fire in the office. The fact that steel cabinets are non-combustible offers in certain cases a greater degree of protection to their contents than would be afforded by a combustible container. This consideration is sometimes regarded as an important one in offices whose papers are of a character which makes them especially valuable.

Back in the early eighties, a newspaper publisher in Wisconsin conceived the idea that he would secure considerable protection against fire by storing his valuable papers in cases made of metal. This, it is



Springfield Fire and Marine Insurance Co., Springfield, Mass. Entire building completely equipped with steel desks, tables, filing cabinets and all movable furniture and fixtures by the Art Metal Construction Company.

claimed, was the germ of the steel office furniture idea. The durability of furniture made of steel, the hollow wall construction with the maximum of rigidity and strength, the sanitary qualities and resistance to atmospheric changes have been among the principal factors in the development of the demand for steel goods. There is no doubt whatever that steel office equipment has come to stay and that it will share with wood the burden of providing the American home and office with the right sort of furnishings. Steel products are, admittedly, advantageous in hospitals and asylums, especially on account of the non-absorbent quality of the metal. It is interesting to note that United States battleships are furnished with steel interior equipment, including beds, wardrobes, dressers, tables, etc. There is not the slightest doubt that a line of steel furniture offers a good opportunity for the dealer.

CHICAGO BRANCH FOR THE THADDEUS DAVIDS COMPANY.

President J. W. R. Merckle and Sales Manager L. W. Williamson of the Thaddeus Davids Company of New York recently returned home from a ten days' trip to Chicago. While in Chicago they arranged for the opening of a Western office and warehouse. They state that the business of the company has increased so rapidly all over the world, especially in the Western and Middle Western parts of the United States, that they have found it advisable to open a Chicago branch in the Great Lakes Building at 180 North Market street, Chicago, in order that their many customers may not only save money on freight bills, but be enabled to get prompter deliveries of goods.

The Chicago office will carry a large stock of the well-known Thaddeus Davids products, and the branch will be in charge

"DICK" POGOSE.

of "Dick" Pogose and Theodore Bates, both of whom are experienced ink men. Mr. Pogose is an energetic worker, well liked by the trade. He has been in the ink business all his life. Mr. Bates grew up in the office of the Thaddeus Davids Company and is thoroughly informed in regard to all of the details of the ink business.

THEODORE BATES.

He is of the personal type which attracts friends wherever he may be, and anyone calling at the office of the Thaddeus Davids Company is sure of courteous treatment at the hands of both Mr. Pogose and Mr. Bates.

The transfer of Mr. Bates to the Chicago office came to him in the nature of a wedding gift, as he was married on April 1st and came to Chicago on the same day, where he and Mrs. Bates will make their future home.

Directors' Room, Buckeye State Building & Loan Association, Columbus, O. Partial view of a very complete equipment installed by the Art Metal Construction Company. Everything is STEEL: Desks, Tables, Filing Cabinets, Partitions, Doors—even the chairs are steel.

A PROGRESSIVE HOUSE.

Something About a Leading Concern Prominent in the Office Supplies Field.

THE Rockwell-Barnes Company, a leading supply house, has had a remarkable growth. Sketches of prominent houses which are published from time to time in this magazine and other periodicals, form, if collected and digested, a most interesting mass of data upon the conditions which favor the growth of business from a comparatively small volume to that of a large and important output.

One of the houses whose growth has been remarkable during the last few years, is that of the Rockwell-Barnes Company, at 815-823 South Wabash avenue, Chicago. This company, which handles an enormous amount of business every day, is one of the best known establishments of its kind in the United States. Its present output per day is a thousand letter copying books, and two and a half million sheets of typewriter paper, together with a large quantity of carbon paper, ribbons and every necessary item for the use of office people and typewriter operators. The company carries on hand at all times between fifty and sixty-five carloads of paper and occupies two floors of the Munn building at 815-823 South Wabash avenue. They are about to lease another floor of the building in addition to the space already occupied, which will give them forty-five thousand square feet of floor space.

It is claimed that the Rockwell-Barnes Company is the largest concern in the United States manufacturing so extensive a line of typewriter supplies. They also are the western agents for the old and well-known A. P. Little line of ribbons and carbon papers, and manufacture a large and varied assortment of other supplies, including copying books, binders for every purpose, stenographers' notebooks, typewriter papers, etc. etc.

The company employs about eighty-five people, including those in its offices in Chicago and in its branches in other states. Among these employes are fourteen salesmen, who cover all of the United States with the exception of the New England states. This company has branches in St. Louis, Cincinnati and Milwaukee, where stock is kept in addition to the stock kept at the main plant in Chicago.

H. J. MEISTER.

The Rockwell-Barnes Company was originally "Department B" of the old Rockwell-Rupel Company of Chicago. Nine years ago a new company was formed to take over "Department B," and the control of this company was purchased by H. J. Meister, who a few years later bought out the other stockholders, becoming president and sole owner of the corporation. Mr. Meister at first did not give all of his time to the proposition, but a few years ago he severed a connection he then had with another company, since which time he has devoted his entire energy to the upbuilding of the Rockwell-Barnes Company. His success is evident from the fact that before he took hold of the business and gave it his exclusive personal attention, the company's annual sales were about one hundred and twenty-five thousand dollars. Now, however, in four years of Mr. Meister's management, the sales of the company aggregate four hundred thousand dollars a year, and promise during 1912 to exceed these figures.

The company's offices are large and finely appointed. The commodious stock room on one floor, where stock in active demand is kept, together with the large space occupied by the bindery, are particularly well lighted, inasmuch as this floor has light on three sides. This floor is 150 feet by 100 feet, and one is impressed instantly on entering, first with the quantity of stock carried, then with the quiet and orderliness of the place, the absence of noise and confusion and the precision of the various processes through which the raw materials go during the course of manufacture into the finished product.

H. J. Meister, president of the company, is apparently still under forty years of age, although he has had many years of business experience, particularly in the manufacturing line. He has held positions of great responsibility during his business life, and has invariably made good in every situation. His methods are quiet but extremely effective, and he is building up an organization which approaches the ideal in point of scope and efficiency.

"Life is an arrow—therefore you must know
What mark to aim at, how to use the bow—
Then draw it to the head and let it go."
—Henry Van Dyke

VIEW OF OFFICE, ROCKWELL-BARNES COMPANY.

INTERIOR VIEWS, PLANT OF THE ROCKWELL-BARNES COMPANY, CHICAGO.—Top left hand view—the cutting room; right hand—pressing room. Middle row, left hand picture, forwarding department; middle picture—paging department; right hand picture—sewing department. Bottom, left hand picture, shipping room; right hand picture, making adding machine rolls.

NEW FILING CABINET CONCERN.

A new company for the manufacture of filing cabinets has been organized at Otsego, Michigan. It is the Ross Cabinet Company. The directors are George E. Bardeen, President, George R. Ross, Vice-president and General Manager, C. W. Edsell, Secretary-treasurer, George H. Siple, Assistant Treasurer, E. W. Eady, C. E. Pipp and A. H. Lamoreaux. The company announces that it will continue the manufacture of the Ross Patented Anti-Friction Ball Bearing Filing Devices formerly made by the Ross Manufacturing Company and the George R. Ross Company at Muskegon, Michigan. The new company has bought the plant of the Otsego Chair Company which affords a completely equipped manufacturing plant ready to turn out filing cabinets immediately, and gives the company a floor space of nearly 50,000 sq. ft. All the stockholders, except Mr. Ross, who was formerly located at Muskegon, are prominent citizens of Otsego and are interested in various enterprises in the town. It is stated that the company has capital to push its business vigorously and the intention is to do this.

The Ross line of cabinets is one of unusual merit and those interested to obtain details regarding the same should write to the Ross Cabinet Company, Otsego, Michigan.

PIONEER IN TYPEWRITER BUSINESS.

W. H. Beardsley, manager of the General Typewriter Exchange of New York, celebrated his twenty-ninth anniversary in the typewriter business on April 1st. This is no joke either. Beardsley has run the whole gamut of the typewriter game and he knows every angle of the business, is familiar with the viewpoint of the repairmen, the dealers and the salesmen, because, during the course of his experience, he has, at one time or another, performed the duties of all these positions.

Mr. Beardsley is a great student of conditions in the typewriter trade. He is one of the most painstaking of men and has made a close and accurate study of the export business. He is a man of versatile attainments, a remarkable correspondent and a conversationalist of unusual ability. He always has an apt story with which to point an argument. He is, indeed, one of the strongest characters in the typewriter business.

A convention of managers and salesmen of the Remington Typewriter Company from the Southern district was held in Atlanta the last week in March. Some of the officials from the home office were present and several entertainments were given, such as theater parties, banquets, etc.

Honest work is the only "sure thing."

Meet Competition Profitably

There will always be a rivalry—another word for competition—between firms producing like goods. Unfortunately for the printing trade, many who are in it believe that this rivalry is based solely upon price. They cut and slash until good work is out of the question and profits are largely a matter of faith.

We do not make

OLD HAMPSHIRE BOND

for these printers or for the class of trade they draw to them.

But there are also many printers who live far enough in the future to see that all rivalry is not a matter of price. They fight their competitive battles upon a quality basis, and when they win—as they mostly do—the victory is really worth while.

We make Old Hampshire Bond for these printers and the customers they cultivate.

HAMPSHIRE PAPER CO.

We are the Only Paper Makers in the World making Bond Paper Exclusively

South Hadley Falls Massachusetts

ELLIS $ TIME STAMP

SAVES Time, Money, Trouble and Disputes

Only Moderate Priced Automatic Time Stamp on the Market — GUARANTEED FOR ONE YEAR. **READ THIS:**

WESTINGHOUSE ELECTRIC & MFG. CO., 171 La Salle Street, Chicago.

Chicago, Ill. July 28, 1909

Ellis Time Stamp Company, 87 Fifth Ave., Chicago:

Gentlemen—In response to yours of the 27th, the Ellis Time Stamp we have had in use at our Chicago office for the past six months is giving entire satisfaction. This fact is emphasized by the additional orders you have received from our other district offices. Yours very truly,

WESTINGHOUSE ELEC. MFG. CO., W. P. GAYLORD, Manager.

DEALERS—You can use it and sell it too. ORDER TODAY.

ELLIS TIME STAMP CO.

Metal Specialties to Order. Send for Estimates. **229 W. Illinois St., Chicago**

TYPEWRITER PATENT SUIT DISPOSED OF.

A suit for infringement of patent on a tabulator for a typewriter, which was started by the Underwood Typewriter Company in July, 1907, against the Fox Typewriter Company of Grand Rapids was concluded the latter part of March, being decided by Judge Clarence W. Sessions, in the United States district court at Grand Rapids. Judge Sessions' decision was to the effect that the Fox Typewriter Company should pay the Underwood Typewriter Company nominal damages of $1.00. He assessed the costs of the suit upon the complainant, the Underwood Typewriter Company. The decision of the court reversed the findings of the master in chancery. The court, it is stated, expressed the view that a typewriting machine is complete without a tabulating device, which he regarded as an attachment, not an essential principle of the mechanism.

Office Appliances is informed that the patent on which suit was brought was the Gathwright tabulator patent, title to which was determined to be in the Underwood Company by a suit with an eastern typewriter company in the early part of 1907. In July of that year suit was started against the Fox Typewriter Company and has just been determined as above. This suit, it is said, was begun two months before the expiration of the Gathwright patent.

BAIRD ELECTRIC COMPANY IN DIFFICULTIES.

The Central Trust Company of Illinois, receiver for the Baird Electric Company, bankrupt, is sending out requests for bids on the estate of the company, whose plant is located at 3145 North Clark street, Chicago. The company's assets consist of a large stock—fixtures, telephone clock, accessories, parts, fittings, etc., etc. These assets are more fully described in the receiver's inventory, filed in the office of the Clerk of the United States District Court, at Chicago. Bids for the purchase of the foregoing assets will be received at the office of the Central Trust Company, 125 West Monroe street, Chicago, until 9:30 a. m., April 15th. Bids must be accompanied by certified checks of not less than 25 per cent of the amount offered.

In the event that no satisfactory bid is received, the stock will be sold at public auction without further notice.

The Baird companies seem to have been unfortunate, two or more successive companies under the Baird name, manufacturing the same line of goods, having met with reverses.

SLIGHT CHANGE IN DORNETTE COMPANY.

John Dornette and John Dornette, Jr., have purchased the interests of Henry Dornette in the J. Dornette & Brother Company. This slight change in the personnel of the company will not otherwise affect its affairs. As soon as possible John Dornette, Jr., will make a call upon the trade.

OFFICE SPACE IS MONEY—
Don't Waste It!

Every square foot of space in your office has value. Use it to the best advantage by installing

UHL ART STEEL
TYPEWRITER STAND AND CABINET

SAVES TIME RENT and MATERIALS and NCREASES EFFICIENCY.

DESCRIPTION: Rigid steel frame, absolutely indestructible, ample space for full week's supply of stationery. Wood platforms—silent under operation, and easily moved when on casters, half turn of lever makes it rigid and immovable. Closes and locks at night.

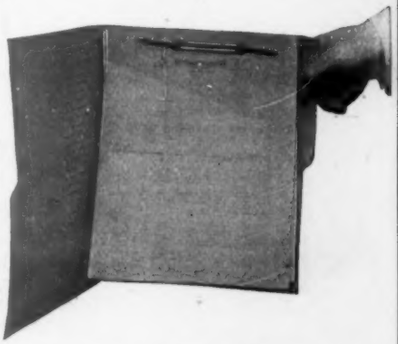
Dictate us a short letter telling us to send you one on a 15 days' *free* trial. Use your business stationery and state what position you hold. We fill order through our dealer or through your dealer if we have none, providing you will give us his name. If not satisfactory after *15 days' free trial return to dealer and you will not be out one cent.*

15 Days' Free Trial

This stand occupies only 4 square feet as compared with the 10 square feet taken up by the old-style desk.

Office Supply Dealers who will handle the line, write us for a special proposition.

THE TOLEDO METAL FURNITURE COMPANY, 2169 Dorr Street, Toledo, Ohio
Makers of Famous Uhl Art Steel Furniture



Be First To Handle These New "Y and E" Binder Folders!

THEY fill a long felt need, giving to Vertical Filing the same security that has made Shannon Filing so popular.

Papers are slipped over two prongs, which bend down; contents are kept compact by a light compressor — can't get away!

Here is a big seller for you, and something new. Be the first man in your community to handle them.

Write for Free Sample.

"YAWMAN and ERBE MFG. CO."
445 St. Paul St.
Rochester - New York

Our exclusive agents get real co-operation; special circularizing; newspaper advertising material; system service; referred prospects; personal aid from "Y and E" representatives, etc. The world's largest maker of first quality Office Filing Supplies is behind the "Y and E" trademark and it will get behind you if you represent us. Details on request.

BRIGHTEN UP *Your Stationery in the OFFICE, BANK, SCHOOL or HOME by using* **WASHBURNE'S PATENT PAPER FASTENERS**

75,000,000

SOLD the past YEAR should convince YOU of their SUPERIORITY.

Trade **O. K.** Mark

Easily put on or taken off with the thumb and finger. Can be used repeatedly and *"they always work."* Made of brass in 3 sizes. Put up in brass boxes of 100 fasteners each.

HANDSOME COMPACT STRONG No Slipping, NEVER

All stationers. Send 10c for sample box of 50, assorted. Illustrated booklet free. *Liberal discount to the trade.*

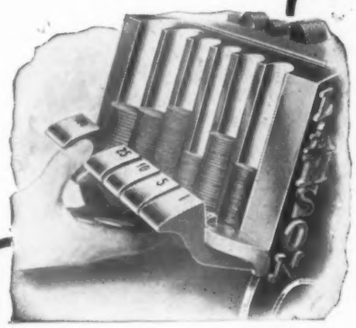
The O. K. Mfg. Co., Syracuse, N. Y., U. S. A. №18

Hotel Charlevoix

Detroit, Mich.

A 200 room hotel, completely furnished and equipped. 150 rooms with private bath. An Ideal Location. Absolutely Fire Proof. Rates, $1.00 and $1.50 without bath, $1.50 up with bath.

GRINNELL BROS.,
Props.
Rene G. Hoag, Mgr.



A Boon to Plants With Long Pay-Rolls

- Making up the pay envelopes is speeded up enormously with a *LAMSON COIN CASHIER* at the cashier's elbow.
- The operation is explained by the illustration.
- Each pressure of the thumb on keys drops one coin of the required denomination into the hand.
- It is accurate, simple in construction, durable, cannot get out of order and is very easy of operation.

Used in thousands of public and private organizations.

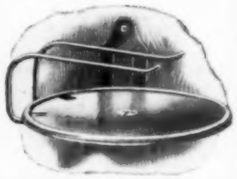
LAMSON COIN CASHIER is one foot square, seven inches high and is finely finished in nickel-plate and bronze.

A Staple Specialty for Stationers.—Get on our list. Send for Bulletin T-2. **Price $10.00**

Lamson Consolidated Store Service Company
161 Devonshire Street, Boston **Sales Agents in Principal Cities.**

-GOODLINE- FOR DEALERS

Will Prove Profitable



Goodline Style S, retails at 75c

Hundreds of your customers have been waiting for the chance to buy a **Telephone Holder** at from 75c to $1.50, while they will hesitate to pay from $3 to $7, which was the price range until the Goodline Holder was put on the market.

The ***Goodline Telephone Holder*** is strongly made of cold rolled steel—built to last a life time; handsomely finished—an article of beauty and utility.

EQUAL TO ANY and BETTER THAN MANY

It holds the 'phone securely, yet you are enabled to pick it up and put it down as quickly as from a table. 'Phone can be removed or replaced with but one hand. Accidents are impossible. Fastens anywhere. Adjusts in any position.

Furnished in Black Enamel—Nickel Plate—Brush Brass—German Silver

SHELF WITH ARM EXTENSION

Which allows the 'phone to swing in any direction. Is 24" when extended and folds up in a small space.

Goodline Style A, retails at $1.50

WE PAY FREIGHT AND SHIP ON APPROVAL. OUR DISCOUNTS ARE VERY LIBERAL.

Write for our sample order proposition—at once—before your competitor does.

The Goodline Mfg. Company, Kent, Ohio

RIVER AND ROCKWELLS STS.

Typewriter Supply Salesmen

you cannot find a better line—a line of higher standards or more uniform quality than the famous DU-RA-BUL line of typewriter ribbons and carbon papers.

A man of experience in this day and age knows that it is suicidal to attempt to sell an inferior quality of typewriter supplies. That is why DU-RA-BUL line is being sold so extensively by men who are "in the know."

We invite correspondence from typewriter supply salesmen who will be receptive to an exceptionally liberal proposition.

The Republic-Dodge Manufacturing Company

Pearl and Prospect Streets

BROOKLYN, NEW YORK

NEW EASTERN MANAGER FOR C. S. & R. B. CO.

The C. S. & R. B. Company announces the appointment of George S. Mandeville as Eastern representative, with headquarters in New York. Mr. Mandeville, although still a young man, has been identified with the loose leaf business for many years, having been the original representative of the old Jones Perpetnal Company for the state of Louisiana. He brings to his new duties a ripe knowledge of the stationery and office appliance business, having in recent years been identified with the largest and best stationery houses of New Orleans, his last connection having been that of manager of the Office Supply Company, a live new concern, which is recognized as one of the leading loose leaf supply houses of New Orleans. Mr. Mandeville has always

GEORGE S. MANDEVILLE.

been most active in the selling department of loose leaf and knows the value of the system end of the business and how to apply it to advantage. He should be a valuable man to the C. S. & R. B. Company in the Eastern field, as his intimate knowledge of the requirements of stationers will enable him to offer valuable suggestions for the handling of loose leaf goods. His territory will comprise all states north of the Ohio and Potomac rivers and east of Indiana, including the eastern provinces of Canada.

Mr. Mandeville is now making his initial trip east.

BOOKLET ABOUT PAPER BOXES.

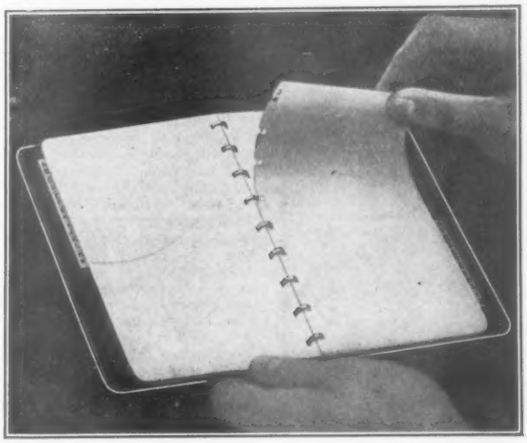
The Commercial Envelope and Box Company of Binghamton, N. Y., has favored us with a little booklet descriptive of their interesting line of envelopes and boxes. These goods include reversible envelopes with metallic clasps, corset envelopes, silk envelopes, bellows envelopes, non-sifting envelopes and a large line of stationery boxes, candy boxes, millinery boxes, ice cream pails, shipping containers, and an interesting line of collapsible letter files.

"There is a tide in the affairs of men,
Which, taken at the flood, leads on to fortune."

THE SOLID RING MEMO BOOK

"SOLID RINGS THAT DO NOT WEAR
SLOTTED SHEETS THAT DO NOT TEAR"

A REVOLUTIONARY IMPROVEMENT



SHEETS GUARANTEED NOT TO TEAR OUT—eliminating an inherent defect of all ring books. Slotted holes have spring points that grip the rings. No opening or closing of rings. Rings are smooth and continuous. Entire metal part in one piece. No moving parts. Nothing to get out of order. **Greatest improvement ever made in ring books.**

BOORUM & PEASE LOOSE LEAF BOOK CO.

109-111 Leonard Street
NEW YORK

4000 Laclede Avenue
ST. LOUIS, MO.

The New Simplex Mechanical Accountant

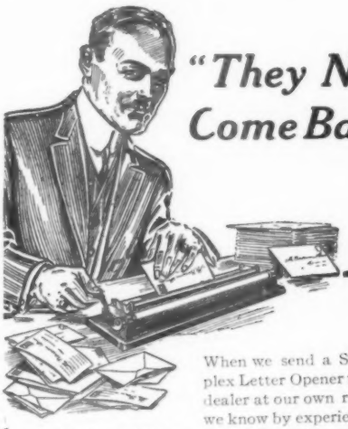
Has a key touch as light as a typewriter. Easiest running key-driven calculator on the market. It is the world's most rapid adding device and has stood the test by 10 years of service in the world's foremost business organizations

It costs less than half the price of any other standard machine on the market. It will increase the efficiency of every office, cut down expenses and eliminate all possibility of accounting errors.

Write for Booklet and Details of Free Trial Offer

MECHANICAL ACCOUNTANT CO.

17 Warren St. **Providence, R. I.**



"They Never Come Back!"

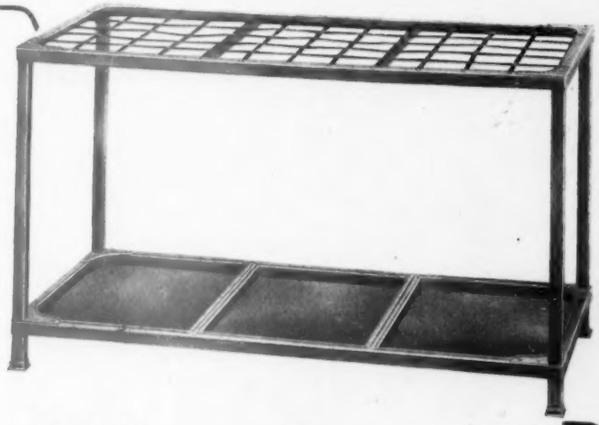
When we send a Simplex Letter Opener to a dealer at our own risk, we know by experience that he will keep it and send for more. They all do.

SIMPLEX LETTER OPENER

will impress you at once as a great selling proposition. It opens letters rapidly, accurately, safely. It slits the envelopes as quickly as they can be fed in. It cannot injure enclosures, and it is built to last. Consumer prices $5.00 and $7.50. Write us for special terms to you.

Simplex Letter Opener Co.,
258 Broadway - New York

Install The IDEAL LINE of Metal Office Fixtures



including costumers, cuspidors, metal tables, umbrella stands, wall racks, etc., etc.

The exceptionally high grade umbrella stand shown in this advertisement is made in various sizes to suit any requirements, the stock sizes being for 18, 24, 30, 36, 42, 48, 60, and 72 compartments. These compartments are made in either round or square designs and the drip pans are removable. The stand is shipped set up, ready for use.

For offices, hotels, department stores, clubs, banks or public buildings where personal pride is taken in de luxe equipment, we have built several of the largest sizes in solid brass, making a handsome, life-long serviceable fixture.

Write at once for prices and catalogue of our complete line.

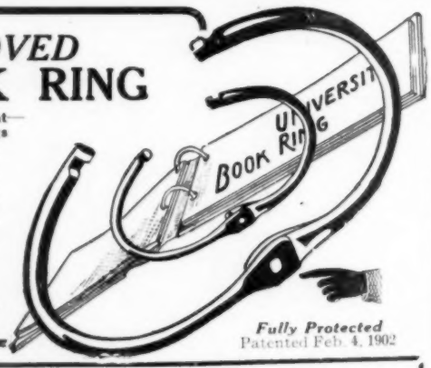
The Ideal Metallic Furniture Co.

DETROIT, MICHIGAN

Plain Oak. Golden Finish. Height 30 inches. Depth 32 inches. 5-ply built up writing bed.
No. 339, Length 42 inches..... **Price $13.50**
A desk value of which every dealer should take notice. Write for catalog and full particulars.

HENDERSON DESK CO., Henderson, Ky.
Export Office, 17 Battery Place, New York

THE NEW IMPROVED
UNIVERSITY BOOK RING
The Ring with the Deep Locking Joint—A Feature Unknown to Other Rings
It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong, and neat. Made in four sizes. No. 1, 1¼ inches diameter, light weight; No. 1, heavy weight, 1¼ inches; No. 2, 1½ inches diameter, light weight; No. 2, 1½ inches diameter, heavy weight. Unjointed ring, 1½ inches diameter. *Write for particulars.*
Otto Kellner, Jr., 4028 State St., Chicago



Fully Protected
Patented Feb. 4, 1902

ANNOUNCEMENT

Here we show the famous No. 25 in a new dress. Wider top, smooth center, with a more direct pitch to the center.—**This No. has done more to promote the sale of brass cuspidors than anything that ever happened and this new No. will do even more.**

NOTE—Our new 1912 Sanitary is ready. If your name is not on our mailing list, write us now.

New No. 25
List per doz. $12.00

The Ireland & Matthews Mfg. Co.
Foot of Iron Street - - Detroit

STATIONERY NEWS

(By Special Correspondence.)

Chicago, Ill.

The Monadnock Stationery Shop, Monadnock Building, Chicago, reports a good business, continually increasing. Clarence L. Gowell, proprietor, now has his own print shop in the Donahue Building, which he conducts under the style of the Go-Well Printing Shop. This department of his business does all kinds of commercial printing. Mr. Gowell is a man of long experience in the stationery and kindred trades. He was at one time engaged in the manufacture of ink.

Kansas City, Mo.

Mr. and Mrs. O. M. VanDorsten of the Kansas City Stationery Company, who last Fall sold an interest in the business to E. R. Cross, have recently disposed of their entire stock to Mr. Cross and his associates. The business will be conducted along the lines which have made it so successful heretofore. Office Appliances extends its best wishes. Mr. and Mrs. VanDorsten expected to move at once to their six hundred acre farm in the Ozarks, but they changed their plans, and are now said to be contemplating a two months' visit to the Coast before settling down to the raising of the fruits of the earth.

Portland, Ore.

A $10,000 fire occurred March 5 in the local establishment of Glass & Prudhomme Company at Seventh and Ankeny streets. The principal damage was in the printing department, though the furniture department also suffered from water.

San Juan, Porto Rico.

S. M. Hyde, representing Sups. de A. Mayol & Company's purchasing department of San Juan, Porto Rico, left on March 23rd for that island to take up several matters regarding government supplies.

San Francisco, Cal.

A new stationery firm is to open here in a week or so on California Street, near Battery. The firm is to be known as O'Connell & Davis, and a full line of business stationery will be carried. Mr. Davis was formerly associated with the Brown & Power Stationery Company of this city.

• • •

The new model of the Clipless Paper Fastener, distributed here by C. H. Jenkins & Company, is a winner, says Mr. Jenkins. He is supplying the trade in quantities and the demand is increasing daily.

• • •

Don Bailey of the Bailey Specialty Company returned a few days ago from his Northern trip. He has placed the Proudfit loose-leaf agency at Seattle, Wash., with the C. E. Davis Supply Company, and at Spokane with Elmer L. Bruce. He has also made arrangements for the handling of the line at Los Angeles by F. L. Wardlaw, and in this city by Mr. Block.

• • •

James Schwabacher of the Schwabacher-Frey Stationery Company spent the early part of the month in Southern California. His local store recently featured a window display of Dixon pencils, which was about the finest ever shown on the Coast.

• • •

W. D. McGillivray, Coast representative of the Samuel C. Tatum Company, is now calling on the North Coast trade.

Spokane, Wash.

John W. Graham & Company, leading stationers of the city, recently established a complete ruling plant and bindery, and is getting out the new Spokane business directory. This company has just taken the Cross line of English leather goods.

St. Paul, Minn.

Joseph B. O'Brien, formerly with the Brown-Treacy & Sperry Company, and later with the Perkins Brothers' Company at Sioux City, recently accepted a position with the Louis F. Dow Company at their St. Paul store.

Wilmington, N. C.

The well known firm of C. W. Yates & Company, stationers and office outfitters, suffered a serious loss from fire Wednesday morning, February the 28th. The loss amounted to several thousand dollars. The fire was quickly under the control of the fire department, and in itself did very little damage, the greatest loss being due to smoke and water. The fire started in the office supply department on the second floor, having been caused by a defective chimney in an adjoining building. While seriously handicapped, this enterprising concern did not close its doors for a moment, but kept right on filling orders and waiting on customers. It is believed that the loss is covered by insurance.

Loose Leaf Ledgers and Typewriter Books that Lock with a Yale Cylinder Lock

¶ This Yale Cylinder Lock feature makes the leaves as secure as those in bound books. The Yale Lock is part of the mechanism and cannot be removed or detached. The turning of the Yale Key, one way or the other, also opens or closes the binder. A leaf cannot be inserted or taken out without the Yale Key.

¶ Progressive stationers and dealers can give their customers not only the highest grade of loose leaf binder, but positive security of leaves.

¶ Let us send you full details about our line of Mann Yale Cylinder Lock Ledgers and Typewriter Books.

WILLIAM MANN COMPANY

Makers of LOOSE-LEAF DEVICES, COPYING BOOKS AND PAPERS

529 Market Street, PHILADELPHIA

COPYING-PAPER MILLS at LAMBERTVILLE, NEW JERSEY

STATIONERS!!

THE ROBINSON CASH BOOK XX

IS WORTHY OF YOUR ATTENTION

Office Specialty Co. Boston, Mass.

This Trade Mark every box.

CRANE'S LADIES' STATIONERY

Sold by ll Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the Following Styles and Qualities:

SUPERFINE QUALITY.
In light Blue Boxes, containing ½ ream of Note Paper each, and in separate Boxes ½ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY
In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each; in like Boxes are Envelopes to match.

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Our Papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANES" containing our goods.

Z. & W. M. CRANE, Dalton, Mass.

YOU SAVE 50%

When You Buy

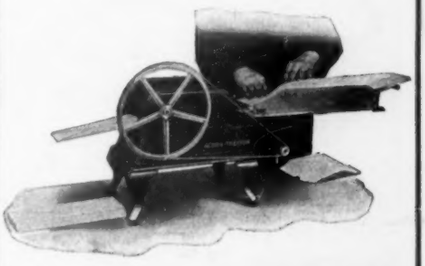
AN

Acorn Thexton Envelope Sealer

Our $60 machine practically does the work of any $100 or $150 device on the market —that's equal value for half the investment.

A Clean, Accurate and Rapid Operation

Mr. L. W. Estes, Gen'l Mgr. of the Great American Herb Co., Washington, D. C., says, "The Sealer we bought of you some months ago has been satisfactorily sealing 1,500 letters a day. We think it a wonderful little machine. It does all you claim for it and we are sorry we did not learn of it earlier."



TEN DAYS' FREE TRIAL

Three Models—$25 to $60

Increase the efficiency and decrease the expenses of your office. Write us for further particulars to-day—Now!!!

Acorn Brass Mfg. Co.

600 Stone Ave.

Aurora, Illinois

STEEL FRAME
ECONOMY
FIRE PROOF
Waste Paper Balers

"Turn your waste into profit." STOP THROWING away GOOD MONEY!

You will be surprised to learn how much your waste paper is worth when properly baled.

The Economy Paper Baler not only pays for itself in a few months but helps to keep your office or store clean and furnishes a steel fire proof waste paper box which reduces fire hazard and prevents valuable articles from being lost or burned through carelessness.

There is an economy for every purpose — all sizes. Get our proposition.

Dealers and specialty men will find this a money-maker.

ECONOMY
BALER COMPANY
ANN ARBOR, MICH., U. S. A.
BOX 31

Dealers! We have agencies that claim they have increased their sales 400% since they changed over to our line of Office Filing Devices and Suppl es We can do the same for you. Will you give us a chance? We will be pleased to send you our full set of catalogues, with agency proposition on request.

Wagemaker

Filing Cabinets

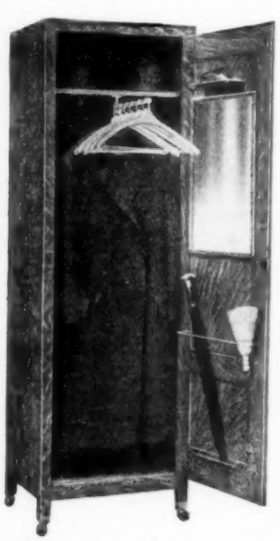
Our line of Filing Cabinets consists of one hundred and sixty different pieces, such as, Vertical Upright Cabinets, Standard Sectional Line, Wagemakeretts or small Sectional Line, Solid Card Index Cabinets, Check Files, Report Files, etc. We have many new features embodied in our Filing Cabinets which you should know about before deciding on a permanent line. We also manufacture a full line of Supplies.

Office Wardrobes

The Wardrobe shown is 82" high, which is much higher than most wardrobes. It will take care of the longest ulster. Every part of the construction is made of built-up veneered stock so that we can guarantee this piece of furniture to last indefinitely. It is equipped with the best fixtures, such as hat shelf, mirror, umbrella and whisk broom holders, comb and brush tray, nickel plated extension coat fixture with six wishbone coat hangers, etc. Send for catalogue.

P. S. All goods made in Quarter-Sawed White Oak, Birch-Mahogany Finish and Solid Mahogany.

WAGEMAKER CO., Ltd., Grand Rapids, Mich., U. S. A.



LOOSE LEAF NEWS

(By Special Correspondence.)

Auburn, N. Y.

William A. Schicht has just opened a commercial stationery and office equipment store at 21 Dill Street, in connection with his printing plant. Mr. Schicht will carry a line of typewriter supplies, loose leaf devices, card indexes, filing cabinets, both steel and wood, and all the sundries usually found in a well regulated office supply store. The manufacturing department of this establishment is fully equipped for the handling of high grade printing and for the manufacture of special loose leaf forms and blank books. Mr. Schicht has the agency for the L. C. Smith & Bros. typewriter and Allsteel filing cabinets, etc., etc.

Chicago, Ill.

C. S. Demaree, one of the live dealers of Kansas City, visited the C. S. & R. B. Company factory early in January.

* * *

Charles R. Fargo, sales manager of the Chicago Shipping & Receipt Book Company, Chicago, recently returned from an estern trip. While in New York city he installed George S. Manderville as manager of the New York office.

* * *

Thos. T. Graham of Graham-Chisholm Company, New York, spent a day at the C. S. & R. B. Company factory, this city, the latter part of January. Mr. Graham is building up a high-class loose-leaf business in Greater New York. Other visitors were Jas. A. Dorsey of the Dorsey Co., Dallas; R. L. Ewing of Roberts & Son, Birmingham; Mr. Fisher of the Standard Printing Company, Hannibal, Mo.; Ray Jeffersons of Springfield, Ill., and Mr. Adams of Tisch-Hine Company, Grand Rapids.

* * *

T. J. Murphy, formerly connected with the Sales Department of the C. S. & R. B. Company as correspondent, has succeeded Jack Polster as city salesman in Chicago.

* * *

S. S. Barrett of the Barrett Binder Company was recently foreman of the Grand Jury.

New York, N. Y.

Jack Polster, formerly city salesman for the C. S. & R. B. Company of Chicago, has been promoted to be assistant manager of the New York branch.

* * *

O. P. Hazard, Eastern representative of the C. S. & R. B. Company, resigned February 1st to go into business for himself in New York City. Mr. Hazard has bought an interest in the Stationers' Loose Leaf Company of Milwaukee and New York.

* * *

The Tower Manufacturing & Novelty Company recently opened a loose leaf department at its address, 306-8 Broadway. H. C. Sterling, formerly for more than five years manager for the New York office of the Twinlock Company, has been placed in charge of the department. It is stated that practically everything in loose leaf will be handled, all the standard makes of binders, etc., etc.

San Francisco, Cal.

Randolph Prelat, local manager for the Baker Vawter Company, manufacturers of loose-leaf ledgers, steel filing cabinets, etc., is having an extra run of fine business this month.

Cincinnati, Ohio.

S. E. Hilles, president of the Sam'l C. Tatum Company, left on March 14th for a pleasure trip to Panama, and during his stay there, he will inspect the new Panama Canal. He is accompanied on the trip by B. V. Colburn, a brother of Mrs. Hilles.

South Bend, Ind.

The Office Supply Company, Inc., is the name of the new concern which will enter the field at South Bend, Ind. They have rented three large rooms in the Dean Building, and will carry a complete line of desks, filing devices, stationery, loose leaf and typewriters. Officers are, F. E. Wolfe, president; D. G. Miller, secretary and treasurer. O. J. Lunde has charge of the office.

The Sanitary Age

NO GLUE

STEEL SCREW

WAS

Instigated

AND UPHELD BY

Users of Bentwood

Arm Chairs — Costumers
Revolving Chairs — Stools
Typewriter Chairs — Side Chairs

"Everything for the Office."

JACOB AND JOSEF KOHN

VIENNA

NEW YORK
110-12 W. 27th St.

CHICAGO
1414-16 Wabash Ave.

Are You After British Trade?

If so, advertise in the "Stationer & Printer"—the paper read by the good class Retailer and Wholesaler.

Specimen Copy and Rates on Receipt of Post Card.

STATIONER & PRINTER

160 Fleet Street
LONDON, ENG.

No Deposit—No Obligations

30 Days Free Trial

GUARANTEED TO WORK A LIFETIME

THIS TYPE OF INK-WELL HAS BEEN "CALLED FOR TIMES WITHOUT NUMBER" BUT HAS NEVER BEFORE BEEN PRODUCED AT ANY TIME OR ANY PLACE.

No. 1-B 1-2 Natural Size. Pat. Jan 5. 1904.

THE REYNOLDS IMPROVED INK-WELL

Is constructed of two parts, reservoir and base, both glass, nothing to corrode or get out of order. There are two small wells on opposite sides of the base, one being of the right depth for a stub pen and the other of the right depth for the ordinary long pen.

These wells are both constantly supplied with fresh ink from the air-tight reservoir above. As the ink is used it is fed down from the reservoir in such quantities as to **keep the ink in each well at its normal depth at all times.** Therefore FRESH INK is provided without waste and without liability of OVERLOADING the pen, the result is **clean paper, clean penholder, clean hands, with no waste of ink from any source.**

EASY TO CLEAN EASY TO FILL

MAKES WRITING A PLEASURE and saves one-half the yearly ink bill.

MADE IN THREE SIZES, AND TWO STYLES. Each Ink-well is provided with **two** nickel-plated adjustable pen racks.

SIZES AND CAPACITY. No. 0-B. holds 2 ounces of ink, No. 1-B. and 1-C. 3 ounces and No. 2-B. and 2-C. 4 ounces.

STYLES. Style B. has one opening in the Reservoir, for single desk use; Style C. has two openings in the Reservoir to adapt it for double desks.

PRICES. No. 0-B. $2.75 each; No. 1-B. and 1-C. $3.00 each; No. 2-B. and 2-C. $3.25 each **.50 cts. extra in Foreign Countries.**

You must **SEE** and **TEST** this Ink-well for yourself in order to realize **WHY** it is the one **"CALLED FOR TIMES WITHOUT NUMBER."** Fill in the blank order below and mail it **NOW.**

Liberal Discount to the Trade

THE O. K. MFG. CO., SYRACUSE, N. Y., U. S. A.
MAKERS OF STATIONERY SPECIALTIES

THE O. K. MANUFACTURING CO.
SYRACUSE, N. Y.

Please send on **30 days free trial** one No. . . . . Reynolds' Improved Pat. Ink-well, Price $ . . . . mail or express prepaid. At the end of that time I promise to remit the price as per Number and Style ordered, or return the Ink-well, at your expense.

Name _____

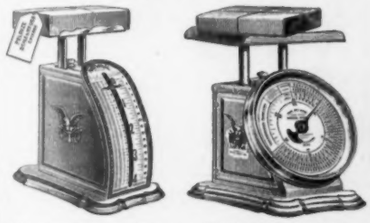
Occupation or Profession _____

Street and Number _____

City _____ State _____

The Feature of Accuracy

is the most essential point in a postal scale



National	4 lbs	Mail and Exp.	16 lbs
Union	2½ lbs	Commercial	12 lbs
Columbian	2 lbs	U. S.	4 lbs
Star	1 lb	Victor	1½ lbs
		Crescent	1 lb

The Pelouze Postal Scales

embody all the requirements of modern business houses.

Among their features are the following:

Reliability — Durability
Accuracy — Economy
and Efficiency

Insufficient postage sometimes loses customers. Excess postage is a direct loss to you. These scales give not only the exact weight, but the cost of postage in cents. They eliminate postage errors and waste. The Pelouze Scale is a wise investment.

Sold by leading dealers everywhere. Every scale warranted.

Send for Catalog "P."

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street, CHICAGO

Don't Blame the Operator

Miller's Standard Pneumatic Ear Cushions will overcome 90% of poor telephone service. They fit the ear snugly and bring your far-away friend in talking distance.

Miller's Standard Pneumatic Ear Cushions mean the soothing comfort of telephone conversations—the elimination of all outside disturbances and that grinding grating noise always connected with the hard rubber receiver.

Miller's Standard Pneumatic Ear Cushions are sanitary. They can be instantly detached and cleaned in a few minutes. They are made to fit any standard receiver and will last indefinitely.

If your Stationer or Rubber Dealer can't supply you, send his name, or order from us, enclosing 50 cents.

Agents Wanted

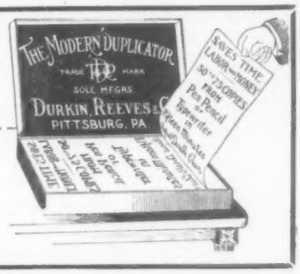
The MILLER RUBBER CO.
Dept. 2, So. High St., AKRON, OHIO, U.S.A.

The "Modern" Duplicator

Contains NO GLUE OR GELATINE
It is unaffected by heat or cold.

You can make FIFTY DUPLICATE COPIES from every letter you write with pen and ink, pencil or typewriter. Or copies of Music, Maps, Drawings, etc.

Duplicators complete $3.00 to $7.00 according to size. Exclusive Agencies Wanted Everywhere. Some good Foreign Countries still open. Liberal commissions. Write us.



O. P. DURKIN, REEVES & CO.,
339 Fifth Avenue, Manufacturers **Pittsburg, Pa.**

OVER 100,000 SOLD

THE EQUIPOISE ARM

Works Like

THE HUMAN ARM

Keeps the cords out of the way; cares for the receiver while holding the wire; moves up and down, swings around, lifts phone over books, papers and ink wells. Attachments for floor, wall, flat desks and top or side of roll top desks.

ONE AGENT'S SALES OVER $20,000.00

ANOTHER — $30,000.00

Dealers and Agents write for special proposition.

OLIVER MFG. CO., 309 Walnut St.

PHILADELPHIA, PA.

As Good as Any—Better than Many

JOHN ALLEN & CO.

478-480 Pearl Street, NEW YORK

Manufacturers of

Carbon Paper

Typewriter, Pen, Pencil and Full Carbon.
Guaranteed Non-Smut.
Long-lasting, Clean Writings

Typewriter Ribbons

For all makes of machines. Will give best service and insure satisfaction to users.

Write For Samples and Prices.

THE FILE YOU HAVE BEEN WAITING FOR

OUR SINGLE UNIT STEEL DOCUMENT FILE IS NOW READY.

UNIT STEEL CABINETS — FROM A UNIT TO A CABINET — UNIT FILE CABINETS — TRADE MARK

The Single Unit System of steel filing cabinets originated by us is the most elastic. Buy just what you need today—add as your business grows, Unit by Unit.

Connected together with the patented steel rods the Units form rigid cabinets of desired size and shape. No special construction.

Put them on your desk. Arch them over your desk. Fit them into odd corners of your office. They are great space savers.

Thousands of the 5x3 Card Units are in use. The Document Unit is on the market. The 6x4 Card Unit will be out shortly. Other sizes will follow in rapid succession. Correspondence invited from dealers. Send for booklet.

The Unit Steel Cabinet Company 332 Broadway New York

EVANSVILLE DESKS

Best Value for Least Money

All Evansville Desks are well made from thoroughly kiln-dried material and handsomely finished. Roll tops are equipped with dust-proof curtains.

The desk illustrated has 3 letter files with indexes and drawer for books in right pedestal. All corners square.

No. 148

Length 48 in. Depth 30 in. Height 50 in.

EVANSVILLE DESK CO., Evansville, Ind.

FURNITURE NEWS

(By Special Correspondence.)

Kansas City, Mo.

The Robert Keith Furniture & Carpet Company of Kansas City, Mo., were so pleased with the Commercial Furniture Company's advertisement in the March Office Appliances that they reproduced the advertisement in the Kansas City Times of March 27th. The Keith Company, of course, is the Kansas City dealer agent for the Commercial Furniture Company line.

Pittsburgh, Pa.

The Baker Office Furniture Company of this city has rented the three upper floors in the building adjoining their own present structure which gives the company five thousand additional square feet of floor space for samples. The company's space now, including their warehouse and the recent addition, amounts to 37,000 square feet. The Baker Office Furniture Company say that they are prepared to do a very greatly increased business in office furniture and that the increase in their facilities was made necessary by the large and growing demand for the goods they handle.

San Francisco, Cal.

C. H. Jenkins & Co., local agents for the Safe-Cabinet Company, of Marietta, Ohio, had just delivered another carload of safe-cabinets for the Hearst Building and Third and Market streets. This is the second carload supplied for this particular office building. The same firm is enjoying much success with the new S-C steel book units, manufactured by the Safe-Cabinet Company also. These cases are finished most realistically in imitation of wood and have adjustable shelves.

* * *

The San Francisco police department has at last fallen in line in the matter of modern office equipment. It has just been announced by Chief of Police White that he is to install a card index system in the detective bureau so that he can keep daily in touch with the working of the members of the detective force. The exact movements of twenty-five sleuths must hereafter be daily recorded on the card index.

* * *

W. E. Pierce, manager of the W. E. Pierce Desk Co., has leased storeroom and opened for business at 732 Spring street in Los Angeles.

* * *

Sealed bids for steel filing cases and other steel office furniture for the office of the clerk of the Supreme Court at Carson City, Nev., will be received up to July 22 by the Capitol Commissioners at Nevada City.

* * *

Milton Heyneman, formerly a leading figure in the office furniture business and now head of a stationery store on Post street near Market, has taken the agency for the new sectional desk of the Brown-Morse Company of Muskegon, Mich., the first shipments of which have just arrived. Mr. Heyneman is quite enthusiastic over the device, which he believes will fill a long-felt want in this territory. His agency covers the entire coast.

Youngstown, Ohio.

At the recent annual meeting of the stockholders of the General Fireproofing Company, it was decided to build an addition to the plant at Crab Creek at once. W. H. Foster was elected president of the company succeeding M. I. Arms, who was made chairman of the board of directors. The new building is to be an addition to the steel furniture department and will be erected just east of the present furniture building. It is to be four stories high and the plans have been accepted and the contract is reported to have been let. A year ago another large addition to the furniture department was completed. W. H. Foster, who becomes president of the General Fireproofing Company, has been its vice president and general manager. In his new position he will continue to be the active head of the plant. Mr. Arms resigned the presidency owing to a wish to be relieved of the care and responsibility entailed by the office. Officers and directors of the company are now as follows: W. H. Foster, president; M. I. Arms, chairman board of directors; A. P. White, vice president; John T. Harrington, vice president; F. K. Rhines, treasurer, and R. M. Bell, secretary. Directors: M. I. Arms, chairman, W. H. Foster, John T. Harrington, A. P. White, C. H. Booth, W. P. Arms and Henry Wick.

Write For PRICES on

FULLY REPAIRED TYPEWRITERS

Each machine is equipped with a new platen. It is completely repaired, re-aligned, re-striped and re-varnished.

You can't get as good a job anywhere else on earth for the money.

Special March Price List on Request

American Typewriter Exchange
WHOLESALE DEALERS IN TYPEWRITERS

143 N. Dearborn St. CHICAGO, ILL.

Typewriter CHAIR

Very Strongly built

Wood Parts of Solid Quartered Oak

Steel Parts of Best Sanitary Steel Tubing

We manufacture only Superior Office Furniture at reasonable prices

Write

The Celina Specialty Co.
Celina, Ohio

The Appearance of Your Packages
Influences the sale of your goods.

Manufacturers
Jobbers
Dealers

Specify that your box maker use our stock, **Skytogen, Art Linen, Embossed Trade Mark, and Fancy Surface Coated Paper**

Our specialty is Embossed, Trade Mark and Waterproof printed paper in one, two, or three colors. Our products are superior. Write for quotations and samples and be convinced.

NEW YORK COATED PAPER COMPANY
Office and Mill PASSAIC, NEW JERSEY

Terrell's Steel Wardrobes

A sanitary office necessity at a popular price.

It is imperative that garments be kept in a neat, clean place, safe from intruders, disease germs and mice.

The **Terrell Steel Wardrobe** is designed especially for office use and will harmonize with the most elegant appointments.

It is made of heavy patent leveled furniture steel, and fitted with a combination lock (or key-lock if desired). It has a hat shelf, four two-prong enameled steel hooks, and a rod for clothes hangers. Finished in baked enamel, olive green, maroon or black.

FIRE-PROOF — It saves its cost in reduced insurance rates.

Compact, durable, low in cost and high in efficiency.

DEALERS

The special interlocking slip joints make it easy to erect these wardrobes when shipped K. D. Ventilation in door omitted when desired. With or without casters.

Can be sold easily to factories, schools, armories, lodges, clubs, and all other places where lockers are needed, as well as offices.

Write at once for catalogue, prices and terms.

TERRELL'S EQUIPMENT CO., Hilton Street, Grand Rapids, Mich.

When selecting a staple article which you intend to handle extreme care must be exercised to secure goods that will satisfy your customers. The article should be subjected to inspection and criticism as strict as you would use in buying a house.

INDELIBA RIBBONS and CARBONS

are made to stand such tests. We welcome opportunities to demonstrate the merits of Indeliba quality.

Indeliba Hard Finish Carbon Paper is made for particular trade. It is a favorite with progressive business men.

Indeliba Bichrome and Trichrome Ribbons are made in all standard colors, and for every make of machine.

Indeliba goods run true to their respective grade. The colors are clear. All materials used measure up to a standard above the ordinary.

Write us for samples and prices. Put our goods to the test.

Indeliba Mfg. Co.
Rochester, N. Y.

ADDING MACHINE ROLLS

for all makes of machines

Good Quality Writing Stock Free from Lint and Breaks

We wind our own papers, which enables us to quote lowest possible prices consistent with ROLLS of No. 1 quality.

SAMPLE ROLL SENT UPON APPLICATION

EXCEEDINGLY LOW PRICES TO THE TRADE

In addition to furnishing rolls for Standard Adding Machines we have facilities for supplying special Rolls of all descriptions.

Write for Catalogs on Typewriter Papers—Letter Copying Books—Shorthand Note Books

Rockwell-Barnes Company

716 Munn Building, Chicago, Illinois

STEEL Sanitary OFFICE DESKS

as shown in the accompanying illustration are useful, beautiful, durable and cleanly. The legs, body and drawers are made of steel, finished to imitate quartered oak or mahogany. The top is of five ply, built up, which will not crack, warp or swell. These desks sell at a reasonable price, with a good profit for dealers. Write at once for catalogues and best discounts.

MOORE BROS., 1720 N. Senate Ave., Indianapolis

R. R. TICKET TIE

Pratt Ties of this form were specially devised for bundling up railroad tickets, but they are also used in many other lines of business.

Made in Five Different Colors

This system of tying up packages applies equally well for railroads, banks, shoe shops and other factories where quantities of small pieces must be kept together while passing from one dept. to another, and must carry marks of identification, such as date, order number, initials. Such data may be pencilled on the Tie. *Write for free sample.*

Pratt F. Mfg Co., 111 Point St., Providence, R. I.

To Make a Good Impression

upon your customers see that they are supplied with

Carter's Ideal Carbon Papers

a kind for every use. Clear cut impressions, longest wear, greatest number of copies and cleanest to handle. In every respect they are intended for and to be

THE BEST TRADE

Carter's Ideal Typewriter Ribbons are made of the finest materials to insure perfect satisfaction. Send for Carter's Codes—containing tables of Ribbon Dimensions and Interchangeable Ribbons.

THE CARTER'S INK CO.

BOSTON NEW YORK CHICAGO MONTREAL

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Los Angeles, California.

Paul B. Divver of the Mittag & Volger Company, Park Ridge, N. J., was in Los Angeles recently. Paul is said to be the most popular Eastern traveling representative who calls on the stationery trade. He is regarded as a veritable encyclopedia of information concerning everything in the stationery business. Los Angeles stationers gave him a very cordial reception, and he enjoys the esteem, confidence and respect of the trade.

* * *

Harry Jones, genial and popular head of the Los Angeles branch of Cunningham, Curtis & Welch, has entirely recovered from a broken ankle and has discarded his crutches. This firm suffered from a fire recently, in the building where their store is located. Great inconvenience resulted from the delay occasioned by the fire and the necessary cleaning up afterward. Cunningham, Curtis & Welch have one of the largest establishments in Southern California.

New York.

On February 15th A. B. Holmes, sales manager of the Columbia Ribbon & Carbon Manufacturing Company, and Mrs. Holmes sailed on the Baltic for an extended trip through Europe, during which they will visit all of the large cities and many other points of interest. This is Mr. Holmes' regular annual trip to the Continent. He will combine business with pleasure.

Philadelphia, Pa.

Friends of Harry Pindar of the Union Ribbon and Carbon Company of Philadelphia are congratulating him on his forty-sixth birthday, which occurred on Friday, March 22. Mr. Pindar says that he is forty-six years young. His appearance bears out the claim of youth and his friends indorse the sentiment. Office Appliances hopes that he will always feel young.

San Francisco, Cal.

E. S. Dearing, the ribbon and carbon specialist for the Carter's Ink Company in the West, is now calling on the trade in Canada and will return here in three weeks by the way of Montana, Wyoming, Colorado and Utah.

St. Louis, Mo.

Sales Manager C. N. Smith of the Burroughs Adding Machine Company recently made a trip through Missouri with a party of St. Louis bankers. The St. Louis bankers were attending group bankers' conventions throughout the state. At twelve different conventions Mr. Smith spoke on the "Numerical Transit System as Adopted by the American Bankers' Association." Mr. Smith is recognized as one of the most thoroughly posted transit system men in th country, and his talks were very well received t all points.

* * *

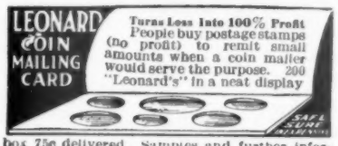
Paul Divver, one of the most popular road salesmen, who occasionally journeys as far West as the Pacific, is expected here shortly with his line of Mittag & Volger ribbons and carbons.

* * *

Five carloads of Carter's ink have just arrived in San Francisco, consigned to J. A. Macauley, Carter's Western representative for the ink line. The goods will be distributed among various Coast jobbers.

PRINTOGRAPH OPENS SALES OFFICE.

J. Edward Quinn & Company have discontinued the agency for the Printograph in Chicago. The U. S. Printograph Company is opening up its own sales office under the name of the Printograph Sales Co., at 259-61 Monadnock Block. R. S. Slattery has been appointed sales manager for Chicago and is in charge of this office. Mr. Slattery was formerly associated with Mr. Quinn and is quite familiar with local conditions in this territory. Great things are expected from Mr. Slattery in the way of increased sales as soon as the new No. 6 machine is ready for delivery.



box 75c delivered. Samples and further information free. The Detroit Coin Wrapper Co., 371 Harper Ave., Detroit Mich. Toronto, Can.

(Patent Applied For)

We Manufacture a Complete Line of Office Desks

of every description and of various designs for special work.

We make a specialty of Typewriter Attachments for any desk now in use. Any business man having a good desk of his own who wishes to make it a typewriter desk can do so with the aid of a MARYSVILLE CABINET ATTACHMENT, number one.

DEALERS: You are invited to write for catalogue of our complete line of office desks and special information regarding the above mentioned Typewriter attachment. This line is a money-maker, through and through, and we can make you a very interesting proposition. Write at once for full particulars.

MARYSVILLE CABINET COMPANY
Marysville, Ohio, U. S. A.
Export Office, 17 Battery Place, New York

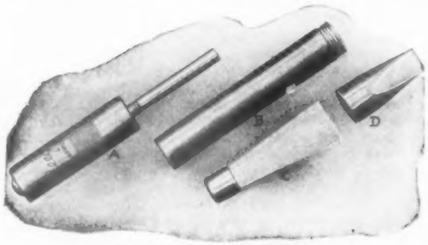
TRINER POSTAL SCALES

are scientifically perfect. They always register accurately, regardless of where article is placed on platform.

Triner scales are constructed of the best cold rolled steel. No castings to break. Attractive finish and designs. Write for dealers' terms.

TRINER SCALE & MFG. CO.
1155-57-59 W. 21st. Chicago, Ill.

THE BEEGEE PERFECT INK ERASER



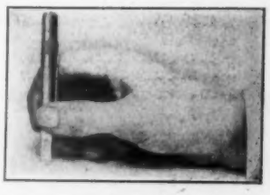
THE BEEGEE IN DETAIL

A boon to bookkeepers and all others who use pen and ink. It does the work quickly and smoothly without the aid of blades or acids.

The cutting surface is a brush composed of scientifically prepared fibers that never dull. The eraser is always ready for use. It does not injure the paper.

DEALERS—A demonstration means a sale. Write us at once for quotations and discounts.

THE BEEGEE COMPANY
1133 Broadway New York



READY FOR USE

Account for Every LABOR MINUTE

Here is the one logical method of keeping an accurate account of when you received and when you sent out letters, orders, contracts, etc. It will avoid all disputes, as it records every minute of the day or night.

Absolutely automatic, requires no attention and is the only POSITIVELY ACCURATE register on the market

LIBERAL PROPOSITION TO LIVE AND RESPONSIBLE DEALERS AND AGENTS

WRITE FOR FULL INFORMATION

FOLLETT TIME REC. CO.
671 Hudson Street, NEW YORK CITY
Western Office: 126 Russ Bldg., San Francisco, Cal.

PINS

ALL RIGHT THEN
We'll all send our pin orders to the
Crescent Brass & Pin Co.
Detroit, Mich.
They are members, too, aren't they?
Sure they are.

THE MARK OF QUALITY

THE COMPLETE LINE

If you are in the market for ribbons and carbons, send us your order. We make everything known in these goods including **carbon papers, stamp ribbons, typewriter ribbons, carbon rolls,** also **transfer papers, typewriter oil** and **numbering machine ink.**

Get acquainted with us. You will find the goods and prices right.

J. A. HEALE & CO.
MANUFACTURERS
94 JOHN ST., NEW YORK

THE MARK OF QUALITY

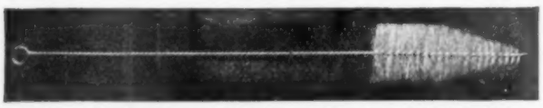
THE IDEAL WASHABLE BRISTLE TYPEWRITER CLEANING BRUSH

Adapted to All Makes of Typewriter Adding and Billing Machines

Cleans every point from surface to bearings inclusive. Will wear for two years.

RETAILS FOR 25c

Attractive discount for dozen and gross lots.



J. J. CROOKS, Manufacturer and Patentee. **Factory Address, 668-670 Grand River Ave., DETROIT, MICH.**

Chicago Safe & Merchandise Co.
30-32 W. Lake St. Chicago. Ill.

Rebuilders and wholesalers of all makes of typewriters, adding machines, employes time clocks, dictaphones, multigraphs, neostyles and mimeographs. New and used office furniture and safes.

4 drawer quartered oak or mahogany roller bearing vertical letter file, only $12.50.

Write today for price list which will save you money.

The Herkimer
GRAND RAPIDS MICH

European Plan

Courteous Treatment
Everything Right

$1.00 up—detached bath
$1.50 up—private bath

Excellent Restaurant Correct Service
Moderate Prices

HOTEL HERKIMER
GRAND RAPIDS, MICH.
Maximum Comfort at Minimum Cost

STERLING ERASERS—OVER 50% SAVED

are a German Silver Shell containing a thin, flat Eraser which is fed forward as it becomes worn. Best for ink or typewriter. Always sharp and always clean. Will not cramp the fingers. Can be used as a line finder on note-book or manuscript and has other desirable features. Agents wanted everywhere. Write for circular and prices. Sample 25c.

TURNER BROS.
1622 Arch St., Philadelphia, Pa.

MERIT SELLS THIS ARTICLE

IT'S THE "WEARING QUALITY," SERVICE,

That Makes Our Playing Cards Most Popular

The American Playing Card Co.'s products have the proper slip, perfect finish and elasticity, that makes dealing satisfactory and the evening a pleasure,

We manufacture all grades—from a cheap Steamboat to a fine illuminated back card in four and five colors. Have a large and varied assortment of designs to select from.

Closely associated with one of the largest and best known paper mills in the country, our special stock is grade for grade unequaled by any other manufacturer.

Samples and prices on application.

THE AMERICAN PLAYING CARD COMPANY, Kalamazoo, Mich., U. S. A.

The ADDING MACHINE

(By Special Correspondence.)

Buffalo, N. Y.

The Dalton Adding Machine Company has opened a sales and inspection office in Buffalo, N. Y., at 13 Niagara street under the management of Hermann Wende, who is a Buffalo man and has all the ear marks of a top-notch Dalton man. Mr. Wende spent six weeks at the factory of the Dalton Adding Machine Company prior to his opening the Buffalo office.

Des Moines, Iowa.

R. B. Larter and W. L. Newcomer represented the Des Moines office of the Burroughs Adding Machine Company at a convention of grain dealers held in Fort Dodge, February 15, 16 and 17. The Des Moines office also had a representative line of machines on exhibition at the meeting of the State Hardware Dealers' Association held in Des Moines, February 21, 22, 23 and 24.

Detroit, Mich.

The second school for chief inspectors of the Burroughs Adding Machine Company convened in Detroit Monday, March 18th, and lasted two weeks.

* * *

E. St. Elmo Lewis, advertising manager of the Burroughs Adding Machine Company, addressed the Toledo Ad Club Thursday evening, March 21st, on "What Advertising Needs," and addressed the combined business organizations of Fremont, Ohio, Friday evening, March 22d, on "Creating a Town Spirit." In both places he was greeted with capacity audiences which were highly pleased with his talk.

* * *

It is announced by the Burroughs Adding Machine Company that the next convention of their All Star Club salesmen will be held in Detroit during Cadillaqua week, that of July 24th. This week in Detroit is going to be a gala occasion, modeled something after the Mardi Gras of New Orleans and the other festivals of various cities.

* * *

The Burroughs factory is enjoying a visit from J. J. Pratt, their sales manager for Argentine Republic, with headquarters in Buenos Aires. Mr. Pratt reports splendid prospects for a handsome increase in sales during the coming year in the Argentine, and advises that general conditions along the east coast of South America are all favorable to the more aggressive Burroughs campaign which is in prospect.

Rio de Janeiro, Brazil.

C. H. Pratt has recently been appointed sales manager for Brazil for the Burroughs Adding Machine Company. Mr. Pratt is an American and has been in Brazil for a number of years representing several high-grade American specialties. He is preparing to put on a largely increased force of salesmen for the Burroughs, and promises to make business hum within the next six months.

Rochester, N. Y.

A. S. Burdette, salesmanager of the Dalton Adding Machine Company in western and central New York, reports a very satisfactory business in the Rochester, Buffalo and Syracuse agencies of the Dalton. Deliveries of the electric Dalton are now being made in his territory. Mr. Burdette's headquarters are in the Granite Building, Rochester, N. Y.

San Francisco, Cal.

W. W. Erskine, coast manager for the Dalton Adding Machine Co., is at present in Los Angeles in the interests of his company. He will return by way of the San Joaquin Valley. Mr. Erskine reports excellent success with the new electric-driven machine in the south.

* * *

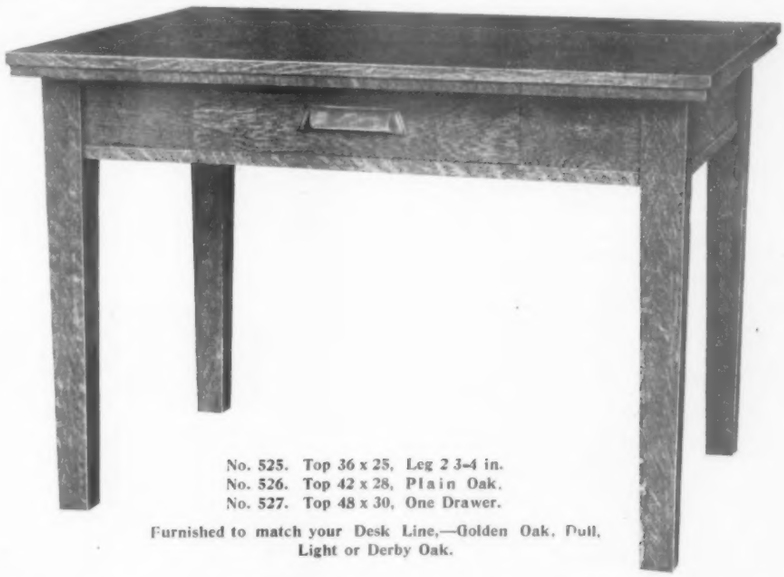
C. H. Jenkins & Co. have a large shipment of the new model Mechanical Accountant on the way to the coast. Mr. Jenkins expects that this new machine will win out here as it has the advantage of a much lighter touch than the former models. At all events he is preparing for a big business. He also reports steady business with the small and handy Rapid Computer.

* * *

The Burroughs Adding Machine representatives here are having the average amount of business for the season, but report no specially big orders. Recent demonstrations held by the branch attracted much attention from local business firms. Their road men say conditions are picking up in the country districts.

Syracuse, N. Y.

The Dalton Adding Machine Company has recently opened a sales and inspection office in Syracuse, N. Y., under the management of L. V. Amann, 200 Rosenbloom Building. Mr. Amann is an old specialty salesman, having for a long while been connected with one of the leading typewriter sales agencies. Mr. Amann has already closed several very important Dalton sales.



No. 525. Top 36 x 25, Leg 2 3-4 in.
No. 526. Top 42 x 28, Plain Oak.
No. 527. Top 48 x 30, One Drawer.

Furnished to match your Desk Line,—Golden Oak, Dull, Light or Derby Oak.

CONREY-DAVIS MFG. CO., Shelbyville, Ind.

Our Office Furniture Catalogue contains that portion of our extensive line suitable to office use, such as Tables, Costumers, Toilet Cabinets, etc. Write for it.

Another New PROUDFIT

The LEVER LOCK

All the PROUDFIT principles and advantages at Post Binder Prices
No Posts or Thongs. Flat Opening
Unlimited Capacity
Proudfits for Every Loose-Leaf Purpose

The Proudfit Loose Leaf Co.

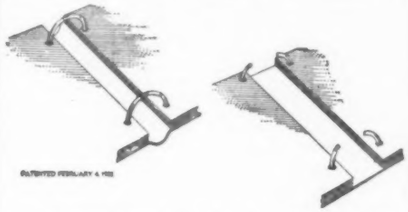
Factory and Main Office:
Lyon and Campau Streets, Grand Rapids, Mich., U. S. A.

New York City, Boston, Philadelphia, Louisville, Ky., Toronto, Can., Washington, D.C., Buffalo, N. Y., Pittsburg, Pa., San Antonio, Tex. — Branche — St. Louis, Mo., San Francisco, Cal., Kansas City Mo., Tampa, Fla., Birmingham, Ala., Ft. Wayne Ind., Cincinnati, Ohio, Cleveland Ohio

The Adams College Book Rings

form an ideal binding for loose leaf note books. They are also used to advantage where a quickly operated loose leaf binder is desired.

The rings are easily operated and closed. They allow the sheets to lie perfectly flat. The Adams College Book Ring is the most satisfactory loose leaf ring ever invented.



Our goods are handled by leading stationers. If you do not carry them, write us at once for catalog.

Order through your jobber.

HENRY T. ADAMS

6823 So. Chicago Ave., CHICAGO, ILL

The Shelbyville Desk Company

Stands for high quality as to Material, orkmanship and Finish. 88-page Catalogue now ready.

Shelbyville Desk Company, SHELBYVILLE INDIANA

Following the superstitions and beaten paths of countless generations? Or are you an up-to-date business man with a desire to follow the successful methods of Captains of Industry?

Who ever heard of a really big, aggressive individual or concern who has gained success by exploiting other people's trade marks?

Are **you** not getting tired of promoting other brands to the profit of some cheap competitor?

The Crucial Point

Why not have a **BRAND OR TRADE MARK** of your own; building on a rock foundation? Such a line of Ribbons and Carbon Papers will yield you **larger profits** and bring back the pleased customers to **you** every time.

Our 20 years' successful experience, samples and all details free for the asking.

Write today.

New Process Carbon Papers and Inked Ribbons for Every Known Purpose.

Contract Work a Specialty

U. S. TYPEWRITER RIBBON MFG. CO.

Sansom & 8th Streets
Philadelphia, Pa., U. S. A.

Cable Address, MUSTR.

The TYPEWRITER

(By Special Correspondence.)

Atlanta, Ga.

Oliver men believe in what they are doing, believe in the typewriter itself and in the management of the company, and have in the most intense degree the Oliver spirit, which means that intangible asset of the Oliver organization which many concerns have tried to acquire without success. The latest example is that of Charles E. Graves, who left the Oliver service several years ago to engage in the advertising business. Mr. Graves did well in the advertising business and could easily have continued his advertising career with satisfaction to his employers as well as to himself. He has not been able to withstand, however, the magnetic attraction of the Oliver, and we find him back again in the Oliver ranks—this time as manager of the Oliver office at Atlanta. Mr. Graves' success in the past in the typewriter business makes it quite certain that he will put Atlanta on the Oliver map with great big records that have never been equaled. Incidentally, it might be worthy of note that practically every man who has ever left the Oliver service has at some time or another made one or more efforts to get taken back. Not many are taken back, for obvious reasons, but those few who do go back seem to go back to stay forever. We congratulate the Oliver organization on the possession of the Oliver spirit.

Boston, Mass.

The Model Typewriter Inspection Company reports that they are taking orders for the "Corona," the Standard Folding Machine, a great deal faster than they can get machines, this new model has made a great hit in this territory and is giving good satisfaction. The state militia have already purchased over one hundred machines through this agency.

* * *

J. Deyle, the special representative of the Underwood mechanical department, has been in town for the last six weeks, superintending the arrangement of the new repair department in the Boston office, and is much pleased with the new quarters.

* * *

T. H. Campbell, one of the best known repairmen in Boston, has been engaged by the Model Typewriter Inspection Company. He will have general charge of the mechanical department. This concern is doing a very good business and their business is fast growing, especially the rebuilt business.

* * *

The Boston office of the Hammond Typewriter Company are pleased to announce that they have recently sold a mathematical Hammond typewriter to Professor Percival Lowell, a brother to President Lowell of Harvard University. Professor Lowell is a noted astronomical expert, and has just returned from Flagstaff, Arizona.

Chicago, Ill.

President Lawrence Williams of the Oliver is sojourning in the East for a few weeks.

* * *

Second Vice President Gradwell of the Oliver has just returned from California.

* * *

Oliver activity seems to be greater than ever and Oliver successes are reported to us from all portions of the country.

* * *

The Young Typewriter Company, formerly located at 162 North Dearborn street, have moved into new and much larger quarters at 62 West Madison street. W. H. Young, proprietor of the concern, is a young man full of vim and ginger. The business has grown to such an extent that it was found imperative that larger quarters be secured.

* * *

The Chicago office of the Underwood Typewriter Company has recently added to its selling force the following salesmen, all of whom are well known in the typewriter field and who have been connected with leading typewriter companies: Fred M. Simmons, J. E. Ryder, who has been assigned to the South Chicago territory, including West Hammond, Gary, South Chicago, etc.; H. W. Ralph, assigned to the Northwestern section of the city; Arthur King, Myer Norden and H. M. Klopton.

* * *

W. N. Somers, until March 9 sub-office manager for the Monarch Typewriter Company at Johnstown, Pa., has been transferred to Chicago, where he has been

HERE is a chair you can sell to the "Boss" for his own use

He realizes *now* how great a help is the "*Quality Spring Back*" to stenographers and clerks—and *he* likes to be as comfortable as anybody—Never forget that.

¶ Now this chair is as full of comfort as a nut is of meat, deep, wide and roomy. Built of sturdy oak, furnished with *Quality* adjustable attachments (patented), made extra heavy and strong—easy to sit in and easy to sell—a high grade chair, dependable throughout.

¶ A sample on your floor will lead to many sales. Ask for model No. 355.

C. A. COOK CO.

Manufacturers

6-28 Osborne Street
CAMBRIDGE, MASS

Makes Your Work Easier

By simply turning this easy ball-bearing wheel, the stand is adjustable to any desired height

Adjustable to any height and after easily and quickly and noiselessly moving the Adding Machine on its perfect rollers to any desired place or position, the Stand is held absolutely rigid by simply TRIPPING THIS LITTLE FOOT LEVER.

ADJUSTABLE TABLE CO.
GRAND RAPIDS, MICH.
Also from Adding Machine Agents & Salesmen

IMPORTANT TO TYPEWRITER DEALERS

We are Still Receiving large shipments of all makes of typewriters including

UNDERWOODS
REMINGTONS
L. C. SMITHS
SMITH PREMIERS, Etc.

To meet the constantly growing demand for VISIBLE WRITERS we have taken much trouble to secure a Large Stock of

UNDERWOODS

Which we hold **ready for immediate shipment,** also all other Standard Machines. **Write for LATEST QUOTATIONS—they will interest you.**

TYPEWRITER EMPORIUM

(Largest Independent Dealers in the World)
Established 1892 34-36 W. LAKE ST., CHICAGO

BLICKENSDERFER Typewriters

Visible Writing

Light Action

Interchangeable Type

Back-Spacer

NEW No. 8 MODEL

Equipped with DECIMAL TABULATOR for which no charge is made

SEND FOR CATALOG THIRTY-TWO

The Blickensderfer Mfg. Co.
STAMFORD, CONN.

Johnston Patent Positioning Screwdriver

Patented August 25, 1908

This Screwdriver you will find to be indispensable for placing screws in inaccessible places on typewriters, adding machines and all like machinery, and is especially handy in all kinds of repair work. The blade is made of two pieces of spring steel, which, when in position, so press against the walls of the nick of the screw as to hold it in a perfectly rigid position, no matter how large or how small the screw may be, so that it can be driven up without dropping, as is frequently the case when the ordinary screwdriver is used. It is made n three different lengths, six, eight and ten inches, and each length in three different sizes, for small, medium and large screws. Any other lengths or sizes made on special orders. **60 CENTS.**

THORP & MARTIN COMPANY
Typewriters, Parts, Platens, Tools and Supplies
BOSTON, U. S. A.

EVERY NEW DAY

Brings a demand for "Little" Ribbons and Carbons. Their increasing favor with users enlarges the opportunities of dealers throughout the country. The better service of the "Little" line means larger business for every man who handles it.

SATIN FINISH AND COBWEB CARBON PAPERS

Are durable and give clean cut impressions. The coating runs even in the various weights and the colors are true.

SATIN FINISH AND GOLD SEAL TYPEWRITER RIBBONS

Have bright permanent colors and do not fill the type. They are made with a first regard to quality.

DEALERS—If you want to have an up-to-date Ribbon and Carbon Department, write us at once for samples and prices. Our goods in the hands of capable salesmen will win many satisfied customers.

A. P. LITTLE Main Office and Factory **ROCHESTER, N. Y.**

Branch Offices: NEW YORK, PHILADELPHIA, PITTSBURGH, CLEVELAND, WASHINGTON, D. C.
Distributing Offices for Chicago and the West: ROCKWELL-BARNES CO., CHICAGO.
For London and the Continent: WM. HOARE & CO., 28 Basinghall St., London, E. C.
For Australia: SCOTT & HOARE, 426 Collins St., Melbourne.

The New York Office is a spacious ground floor at **287 BROADWAY, Cor. READE ST.**, the largest, finest and best equipped offices in the world devoted solely to Typewritter Supplies. Dealers, Typewriter Men, Purchasing Agents always welcome.

made a member of the Remington city sales force for the loop district. Mr. Somers began his career as a typewriter salesman with the Monarch office in Chicago, as a junior salesman, in the spring of 1909. Here he remained a year, then went into another line of business. He returned to the Monarch in 1911 as sub-office manager at Johnstown, under the Pittsburgh office.

Columbus, Ohio.

Oliver Manager Gones, formerly at Atlanta, is now installed in charge at Columbus, his old stamping ground. He ought to make a great success of the Oliver in that field. Billy Goodman, who was succeeded in the Oliver office at Columbus by Mr. Gones, has been, at his own request, transferred to the Southwest. Goodman is a comer.

• • •

W. H. Hubbard, a city representative of the L. C. Smith & Bro. typewriter at St. Louis, Mo., is visiting his mother for a few days in this city.

• • •

Roland F. Gones, who, some years ago, represented the Oliver typewriter out of this city as salesman and since which time has been located at Memphis and Atlanta, has been promoted to the management of their branch office here. Mr. Gones is a live wire, and with his wide experience and genial manner, coupled with his push, pluck and perseverance, things will move under his leadership.

• • •

Mr. Schuneman of the Monarch typewriter office at Pittsburgh has been promoted to the management of the Remington-Smith Premier-Monarch branch, with offices on Gay street.

• • •

The Underwood Typewriter Company's office has the appearance of being one of the busiest places in the city, and when the Office Appliances representative called on Manager McBrayne to inquire for some facts pertaining to the typewriter business generally in his territory, he reported that business was coming his way and they were exerting every effort to take care of it, with large expectations for the future.

• • •

F. L. Sanderson has just been added to the Oliver sales force at Columbus.

Detroit, Mich.

H. Oliphant, a typewriter man of experience, has joined the city sales force of the Detroit branch of the Hammond Typewriter Company. Mr. Oliphant is an Eastern man, but is pleased with the way business is transacted in the middle West.

• • •

The Detroit office of the Hammond Typewriter Company has just placed two aluminum typewriters with the Detroit Daily News, to be used by the editorial department.

• • •

Manager William Mills of the Detroit branch of the Hammond Typewriter Company reports business very good in his territory, especially in Detroit, where the Hammond has closed large deals with several concerns, including a prominent newspaper.

Hartford, Conn.

The Royal Typewriter Company has recently built an extensive addition to their factory at Hartford, Conn., in order to meet the rapidly growing demand for their machines. This new addition is now fully occupied, and Royals are being turned out with constantly increasing rapidity. The sales force keeps the factory hustling to meet the steadily multiplying business, and small wonder when applications for membership in the Royal Machine-a-Day Club are being received every week. There is a never ending waiting list for this club, and the older members are not resting on their laurels, but keep up their good work is order to deserve their well earned place in the organization.

Lexington, Ky.

The Joseph Candioto Company, local sales agents for the Oliver, is making a sales record for that machine in Lexington that will be hard to equal. They are doing some unusual advertising, which is creating favorable comment and producing substantial order returns.

New Haven, Conn.

The New Haven sales force of the Hammond Typewriter Company has been augmented by C. I. Hermion of New Haven, who was formerly a successful salesman in connection with a large wholesale grocery house in New York, and, judging from his start, we are sure that Mr. Hermion will have a successful record.

New York, N. Y.

C. O. Gardner, manager of the New York office of the Hammond Typewriter Company, announces that Mr. Acker, a member of his sales organization in the

Everything Your Customers Want in a Filing Cabinet is Best Supplied by

THE SAFE-CABINET

Convenience—THE SAFE-CABINET accommodates whatever filing devices are needed. Contents immediately accessible.

Portability—THE SAFE-CABINET is easily moved by one person. Light enough for any floor.

Capacity—THE SAFE-CABINET holds four times as much as a safe the same size.

Economy—THE SAFE-CABINET costs so very little more than wood that price is no drawback.

Protection—THE SAFE-CABINET is fireproof. It is put together by a patented method of construction which makes it practically one piece—absolutely durable, rigid, solid—the only one of its kind.

Don't confuse it with a name something like it. Sell the original and genuine, THE SAFE-CABINET.

Send for agency proposition

THE SAFE-CABINET CO. DEPT. A **Marietta, Ohio**

Manufacturers of the S-C Steel Office Furniture and THE S-C BOOK-UNIT, the new steel library system for office and home.

BLACK-LITHOGRAPHIC-CO

SOLE MAKERS OF THE ROYAL BRANDS CENTURY BOND LINES—AMERICAN LINES—TUXEDO LINES AND FAST MAIL LINES OF

NOTES, DRAFTS & RECEIPTS

THE LARGEST & MOST COMPLETE LINES IN THE WORLD.

200 WILLIAM STREET, NEW YORK

WESTERN OFFICE-209 SOUTH STATE ST. CHICAGO

WALTER H. FURLONG—GENERAL MANAGER

WAX SEALS CHECKS CORPORATE SEALS POCKET NOTARY METAL CHECKS

WE ARE NOT AGENTS FOR THESE GOODS

WE MANUFACTURE THEM

SEALS, STENCILS, STEEL STAMPS, BADGES,

NAME PLATES, METAL CHECKS,

RUBBER STAMPS, Etc.

WRITE FOR CATALOGUE

MEYER & WENTHE

31 N. DEARBORN ST.

CHICAGO

123456 NUMBERING MACHINES

RUBBER STAMPS

Do You Sell Typewriter Supplies?

IF SO, HAVE YOU

RUBBER

DUST-PROOF

COVERS

Special prices and discounts. We make covers for all machines. Cover fabric sample and catalogue on request.

TYPEWRITER SPECIALTY CO., Inc.

152 Chambers St., NEW YORK

SIMONSON

Patented Metal Tip Guides, for vertical letter files, card systems, and check files.

"INDESTRUCTIBLE

FREE

Samples will be sent on request.

Discounts to dealers.

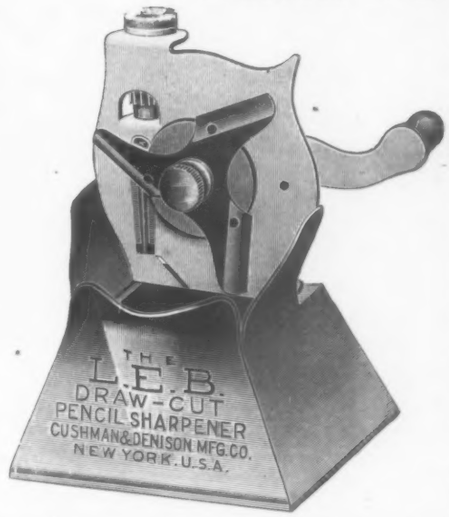
R. A. SIMONSON & CO.

152 MICHIGAN AVE.,

CHICAGO, ILL.

The "L.E.B." DRAW-CUT

Pencil Sharpener



employs the most scientific principle in cutting—the DRAW CUT—as a result it is *the* Perfect Pencil Sharpener. It is guaranteed to do perfect work.

Its action is smooth and even, saving the delicate pencil points from being jarred or broken.

The *entire length of the blade* is utilized, and the portion of the blade which cuts the wood does not come in contact with the lead.

It will sharpen a soft crayon as perfectly as the ordinary lead pencil—absolutely without waste.

All knife trouble is eliminated with this machine—no extra knives required. When dull, the knife can be easily re-sharpened.

The Rotary-Draw Cut is a new feature in Pencil Sharpeners. Write for trade prices.

CUSHMAN & DENISON MFG. CO.

240-242 West 23rd Street, NEW YORK

BENTLEY & GERWIG DESKS

are built of the best materials and represents a high grade of workmanship in both design and execution.

We state unhesitatingly that there are cheaper desks on the market than ours, but for the careful, discriminating dealer, we know that our desks are the best in the world for the money.

An especial advantage to dealers is our patented Knock Down Construction. All desks are shipped K.D. which tremendously minimizes freight charges. The task of setting up a desk after its receipt is so simple that a clerk can set it up in fifteen minutes.

Write at once for our catalogue and price lists.

BENTLEY & GERWIG FURNITURE CO., Parkersburg, W. Va., U. S. A.

The Supremacy of Quality

IN

NEIDICH PROCESS

"CARBONS AND RIBBONS"

is the stronghold of the Most Successful Dealers who insist upon and have conclusively found—the most GENUINE VALUE for their money in our line.

With a true appreciation of the needs of the Dealer, we supply the finest qualities at the lowest prices they can be made for.

Your *confidence* and *goodwill* are esteemed above your patronage, and this principle is manifested in *values* and *efficient service*.

REFLECT—on the advantages we offer you. Let us quote you on Carbon Papers and Typewriter and Duplicating Ribbons. Write—TO-DAY.

NEIDICH PROCESS CO., BURLINGTON, N.J.

city of New York, has recently closed a deal for 100 Hammond typewriters. We wish to extend congratulations to Mr. Gardner and Mr. Acker.

* * *

E. C. Cudney of the New York branch of the Hammond has just returned from a flying trip through New York state, and handed in a number of sales orders procured from two of the leading universities in the state. Mr. Cudney is a young hustler, and will be heard more of, perhaps, a little later on in the typewriter field.

* * *

S. A. Hodges of the New York branch standardized a large concern in New York City in February with twenty-two Hammond typewriters. Mr. Hodges has been with the Hammond Company for over 12 years and is always there (with the goods).

* * *

E. S. Acker of the Hammond is a very much disturbed man these days, having been drawn for Supreme Court jury duty in New Jersey, and, between attending to his customers and straightening out the troubles of others, he is working full twenty-four hours every day.

* * *

The Hammond Typewriter Company has secured the services of E. H. Metcalf, a typewriter man of experience, with a very successful record, as special field representative. Mr. Metcalf will have charge of and the appointing of dealers in the Southern states.

* * *

George Borup, who accompanied Commodore Perry on his discovery of the North Pole, will take a new Hammond machine on his trip to the North Pole, which will be made in the near future.

* * *

General Sales Manager John A. Guest of the home office of the Hammond Typewriter Company made a visit a short time ago to the New Haven branch, and, while his stay was only of a few hours' duration, he made Manager Edward Warren very jubilant by greatly enlarging his territory. With the additional territory, Manager Warren expects to run a close second to Boston, and our advice is that Boston office would better look to her laurels.

Philadelphia, Pa.

Two new salesmen have been recently added to the Blickensderfer force here. They are M. F. Quinn and F. B. McKillip. The latter was local agent for the company at Altoona before going to Philadelphia.

* * *

Billy Priest is setting things afire in the Quaker City, and has "painted Oliver on every public building." It's a strange thing that this man, in every field to which he is sent, seems to land squarely in the middle of a terrific business—active and big business. It must be that he does something or other to stir it up for himself. At any rate, the Oliver people in Philadelphia are all wearing smiles by the yard, but the little wizard Priest is saying nothing, but sawing wood. Priest seems to know how to get business, and, better than that, he cashes in on his knowledge, for he really produces results. Here's success to Philadelphia, Priest and the Oliver!

Salt Lake City, Utah.

Though organized less than two years ago, the Stewart-Gleeson Company, Royal typewriter dealers at Salt Lake City, have grown to be one of the foremost typewriter agencies in the West. Mr. F. P. Stewart, the senior member, is a typewriter man of large experience, and Mr. J. C. Gleeson, his partner, is an able lieutenant. They have recently started a street car advertising campaign for the Royal, and all reports indicate that Salt Lake City is on the Royal map to stay.

* * *

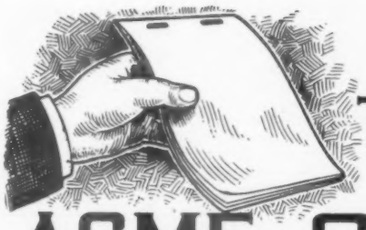
An opposition salesman, chatting with Traveler Cannon, of the Royal Typewriter Company, wailed: "Talk about your hard luck! I delivered my sample to a hurry-up customer the other day, and while waiting for a new sample a Royal salesman slipped into town and sold Royals to six of my prospects!"

San Francisco, Cal.

Since the recent decision to consolidate the branches of the Union Typewriter Company, the local office of the Smith-Premier Typewriter Company on Sutter street has been vacated and the headquarters merged with the Remington office on Bush street. Carl Salback, manager of the Smith Premier branch, is now located at the Remington office and still has charge of the Smith-Premier end of the business. Manager Lund likewise remains in charge of the Remington end.

* * *

Fred Bushee, who was for a time on the Underwood sales force, is now back again with the Royal Typewriter Company, and working the San Francisco territory.



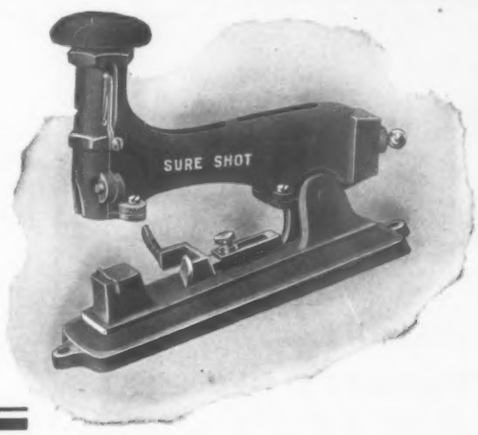
FASTENED TO STAY FASTENED WITH AN ACME SURE SHOT BINDER

This machine is instantaneous in action and the execution is perfect. It is operated by raising the knob at the top and driven by a blow or pressure of the hand.

It holds one hundred wire staples at a charge and will bind to one-quarter inch any kind of paper or fabric. It is equipped with anti-clogging device, and is the strongest and most easily manipulated stapling machine manufactured.

DEALERS

Dealers will find the Acme line of Stapling Machines ready sellers in business houses in their territory. There is a big demand for a device to fasten legal documents or important commercial papers in a neat, compact, satisfactory way. Write for booklet and special discounts.



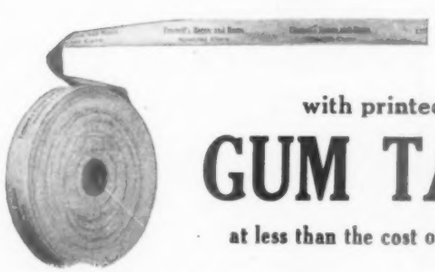
ACME STAPLE CO., Ltd.

112 N. 9th St., Dept. O. Camden, N. J.

Canadian Representatives: Ernest J. Scott & Co., 59 St. Peter Street, Montreal Canada.

Do you know that you can

SEAL YOUR PACKAGES



with printed

GUM TAPE

at less than the cost of string?

It's the most efficient advertisement a firm can use.

It is also a splendid seller for dealers and specialty men.

Let us tell you about the king sticker.

"THE AD. THAT STICKS"

KING SPECIALTY CO. Detroit, Mich., U.S.A.

If I can show you that I can **increase your profits**—that

Rothschild Ribbons and Carbon Paper

mean more money for you than your present line—wouldn't it be decidedly to your own interest to consider a change?

The mere fact that you are handling some other brand and have, in the past, is no reason why you should handle it always.

If you had been selling my Ribbons and Carbon Paper for fifteen or twenty years and some one else would offer you supplies of equal quality **at a lower price** I would not expect you to stick to me.

Why should you?

The point with you should be whether a **new** line will make you a **larger profit** or not. If that's the real question and it surely is, compare my prices with the prices you have been paying and you will appreciate the difference **in your favor.**

Rothschild Ribbons and Carbon Paper are fully guaranteed, and if they do not please you and your customers in every way, just fire them back at me at any time within one year, and your money will be instantly refunded.

M. M. ROTHSCHILD, Inc.

711 South Dearborn Street, Chicago

A TELL CITY LEADER Durable, Up-to-Date, Convenient at a Moderate Price

THE TELL CITY DESK CO.
TELL CITY, INDIANA

There is every reason in the world why you should handle the famous

WORLD
AND
TUXEDO

Typewriter Ribbons and Carbon Paper

They are money makers, quick sellers and popular. High grade materials, skill, experience and exceptional manufacturing facilities combine to make a trustworthy product.

WRITE FOR SAMPLES AND PRICES

International Carbon Paper Company
206 Broadway, New York
WESTERN DISTRIBUTING BRANCH, 22 QUINCY STREET, CHICAGO

George Baker, who has been acting as junior salesman for the Royal Company, has earned promotion to the rank of senior salesman in the city territory.

• • •

Recently the local office of the Royal Company has been selling many machines for educational work in various California cities. One of the largest orders was for twenty-three Royals for the Board of Education of Oakland.

• • •

C. E. Russ, manager of the Fresno, Cal., office of the Royal Typewriter Co., a machine-a-day man, reports business in the San Joaquin Valley showing a decided improvement.

• • •

D. Goldblatt, another machine-a-day man on the sales force of the Royal Company, and who has charge of the North Coast territory, set the high record for the Coast selling force last month.

• • •

C. H. Jenkins & Company, agents for the Blickensderfer Typewriter Company, are having a spurt of business on the Coast with the theatrical trade, especially for the light-weight aluminum Blick. They placed five Blicks with theatrical people this week.

• • •

Members of the local typewriter fraternity were shocked this month at the untimely death of one of the most popular men in the trade handling typewriters in this city. On March 2, Ralph Knowlton, assistant manager of the Typwritorium, on Montgomery street, committed suicide while in a state of severe mental depression. Mr. Knowlton was 36 years of age, and had been in the typewriter business for about twenty years. He leaves one child, who is with his former wife.

• • •

The local office of the Underwood Typewriter Company on Sutter street this month entertained H. O. Blaisdell, the world's champion typist and holder of the $1,000 International trophy. The trophy was on exhibition at the office, and from 12 to 1 o'clock on three days, March 14 to 16, Mr. Blaisdell gave public demonstrations of speed and efficiency on the Underwood.

• • •

Local conditions in San Francisco and on the Pacific coast generally are reported to be excellent. The large increase in population and the growth of all lines of industry in this section within recent years assure a permanent demand. The opening of the Panama canal, it is expected, will work a material change in freight and transportation of merchandise, resulting in considerable advantage to the coast cities.

Syracuse, N. Y.

On March 13th, the Densmore Typewriter Company elected D. A. Carpenter, H. E. Smith and W. A. Pimm, directors. Officers were elected as follows: President, D. A. Carpenter; vice-president, H. E. Smith; secretary and treasurer, W. A. Pimm.

• • •

At the L. C. Smith & Bros. typewriter factory, all records have been broken during the past month, both in manufacturing and orders. At the present time, March 30th, over 4,000 unfilled orders remain. Most of the departments have moved into the new addition, and it is expected that with a greater output orders will be filled with a greater degree of certainty.

• • •

At a meeting of stockholders of the Monarch Typewriter Company, held at the plant on March 13th, the following directors were elected; Silas W. Crandall, Jacob Felbel, Charles W. Earle, Frank L. Pierce and Harry A. Aument. The directors elected as president, Silas W. Crandall; vice-president and treasurer, Jacob Felbel; secretary, Frank L. Pierce. The business of the Monarch plant increased nearly 30 per cent the past year. Under the new selling arrangements the output of the plant will be greatly increased. The past month has been the biggest in the history of the plant, and some weeks there was an increase of 100 per cent. The company is away behind on orders. Employment is given to 500 persons. It is expected that the number will be increased and that the company will soon erect an addition to its plant.

• • •

Robert K. Dykes, who has been connected with the Smith Premier Company for the past twelve years, has been elected secretary and treasurer of the Smith Premier Company, to succeed Frank M. Evans, as secretary, and Carlton G. White, as treasurer. Alexander T. Brown was re-elected president, and Mason Wheeler of New York was elected vice-president, to

COMMONWEALTH HOTEL

(Incorporated)

Opp. State House, BOSTON, MASS.

Offers rooms with hot and cold water for $1.00 rnd up, which includes free use of shower baths.

Nothing to Equal This in New England

Rooms with private baths for $1.50 per day up; suites of two rooms and baths for $4.00 per day and up.
Dining room and Cafe First-class, European Plan.

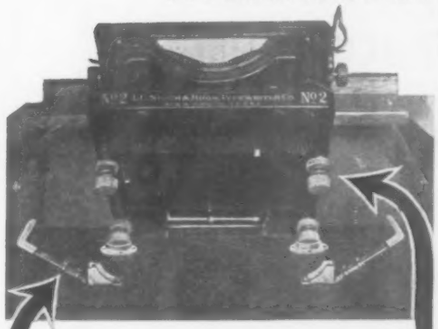
Absolutely Fireproof

Stone floors nothing wood but the doors.
Equipped with its own Sanitary Vacuum Cleaning Plant.
Strictly a Temperance Hotel.

SEND FOR BOOKLET

STORER F. CRAFTS, General Manager

TURTON'S "SPRING CUSHION" TYPEWRITER FEET



Reduce Noise to Same Extent as Were Machine Suspended in Mid-air.
—Absorb all jar and DO NOT CAUSE KEYBOARD VIBRATION.
—The ONLY "cushions" made specially for each MAKE and MODEL—according to actual weight.

Permanent results guaranteed.

Table Sets $2.00 Desk Sets $3.00

Mailed on 10 days' trial.

Unusual opportunity for "live-wire" dealers and salesmen.

C. M. TURTON, Nashville, Tenn.

Broome's Folding Typewriter Table

Made of oak. Golden or Mission finish. Complete with drawer and slide. $25.00 per dozen. 1 dozen to crate. Size: 17x22 inches, 26 inches high.

A MONEY MAKER FOR DEALERS

THE BROOME MFG. CO.
PERU, INDIANA

3000 ENGRAVED STICKERS

For $2.00, Postpaid

PRATT BOOK STORE 1214 Fifteenth Street DENVER, COLO.

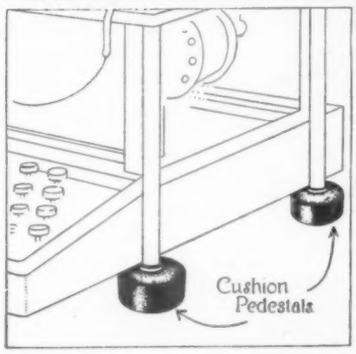
Any wording—white letters on either blue or red background. Accurately die cut.

Send for Samples and Catalogue

Representatives Wanted

IMPORTANT SEND ME TO Vories Book & Stat'y Co. To Be Developed EASTMAN KODAKS AND SUPPLIES

STANDARD ADVERTISING SPECIALTIES CO., 87 Griswold St., Detroit, Mich.



STOP THAT NOISE

Our Sponge Rubber Air Cushion Pedestals positively ***absorb all shock*** and ***deaden*** the ***noise*** of any typewriter.

They lighten and improve the touch wonderfully—an immense help to the operator—and soon pay for themselves by saving wear and tear on the machine. Act just like pneumatic tires.

Agents and dealers will find this a live seller.

Write now for our proposition.

Michigan Office Appliance Co.
403-4 Sun Building. - DETROIT, MICH.

Booth TRADE MARK

Felt Specialties

We make felt mats both plain and pinked edge, for typewriters, adding machines, and all other office appliances. Our felt mats deaden noise, eliminate vibration, protect office furniture, and facilitate moving of the various machines on the desks.

* * *

For the manufacturing end of the office appliance business, we make everything imaginable in the line of felt washers, oil wicks, buffers, basket felts lined with leather, rubbing and polishing felts, etc.

* * *

All our machinery for this cutting and punching work was built by us specially, for our own use, and our facilities are such that we can turn out anything in the line of felt for any purpose within a day or two after receipt of order.

* * *

If you have ever bought anything of this kind, and want our prices, send us a sample. If you have not used anything made of felt, and want to investigate, write us.

We Are Specialists In Felt

Use The Booth Brand

N. E. BOOTH
644 Pacific Street
BROOKLYN, N. Y.

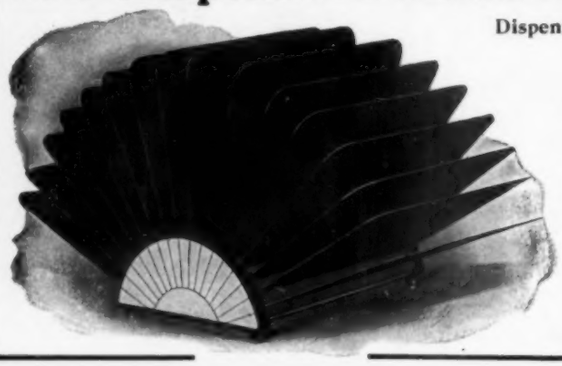
You can have UNION Ribbons and Carbons put up under your own imprint—the quality will be there and your customers will be pleased.

SUMMIT, APEX
AND
CYCLO BRANDS

have forged ahead steadily in favor with both users and dealers. We have now double our former factory capacity and can give prompt attention to all orders. Address—

UNION RIBBON & CARBON CO.
Front and Laurel Streets PHILADELPHIA, PA.
CHICAGO OFFICE: - - 417 South Dearborn Street

Keen Competition Demands Modern Methods



Dispense with wire baskets and trays

The
Bristow Radial Distributor
Serves the purpose of many—occupies about the space of one Made in special sizes for special purposes. Affords all the advantages of **accurate, rapid** and **economical** distribution of papers. A combination of **facility** and **durability.**
Write for complete catalogue.
FREDERICK BRISTOW
East Orange New Jersey

succeed William T. Humes. Mr. Brown, Mr. Wheeler and Mr. Dykes constitute the board of directors. Mr. Dykes will have charge of the foreign business. Mr. Evans has been transferred to the position of field superintendent. It is stated that he will retain his home in Syracuse. It is understood that the foreign business will be conducted from the offices of the Smith Premier Company at Syracuse, instead of New York City.

* * *

Walter N. Brand, who has been assistant superintendent of the Smith Premier works, has been appointed superintendent, to succeed E. E. Barney, who will go to Ilion May 5th. Mr. Brand is a brother of George B. Brand, superintendent of the Monarch works, who succeeded Mr. Barney as superintendent when the latter became superintendent of the Smith Premier works. Thus, two brothers, each a successor of Mr. Barney, will have charge of two Union Typewriter Company plants. Mr. Brand, the new Smith Premier superintendent, has been employed at the factory for the past nine years. He was born at Ilion thirty-six years ago, and studied mechanical engineering at Cornell University.

* * *

It was not surprising to the friends of E. E. Barney when they were told he had been appointed at a meeting of the directors of the Union Typewriter Company, held in Ilion on March 21st, to succeed John Calder, the general manager of the Remington works at Ilion, who resigns on May 15th to accept a similar position in the Cadillac automobile factory in Detroit. The appointment is very pleasing to all who know Mr. Barney, who has been connected with the Monarch factory since its infancy as assistant superintendent, then as superintendent in September, 1909. A year ago Mr. Barney was appointed superintendent of the Smith Premier works and has been acting manager during the year. He is familiar with all lines of typewriter manufacturing, having himself perfected a typewriter which was sold to German capitalists, it now being manufactured in Berlin.

* * *

W. H. Person of the sales department of the L. C. Smith and Brothers' Typewriter Company has resigned his position to become general sales manager of the Pacific Coast division of the Spirella Company of Meadville, Pa. Mr. Person has been associated with the Smith Bros. for twenty-one years, and for a long time was in charge of the branch office at Denver. Three years ago he came back to the home office. Mr. Person's many friends wish him success.

* * *

There have been many rumors emanating from New York City to the effect that the Monarch and Smith Premier plants were to be moved to Ilion in the near future, thereby throwing over 2,000 employes out of work in Syracuse. As soon as the rumors reached Syracuse they caused considerable controversy. In fact, President J. Walter Earle of the Union Typewriter Company was obliged to deny the reports emphatically. Mr. Earle said there was no truth in the report. In fact, the physical properties of the companies are to be maintained separately. The Remington Typewriter Company does not take over the plants, they being owned and operated by the Union Typewriter Company and will continue to be so operated. The Remington Company has only entered into an arrangement to handle the American business of the Smith Premier and Monarch. The foreign business will be conducted as before. As soon as the employes read the statements of Mr. Earle they were elated.

Washington, D. C.

H. M. Mitchell, manager of the Washington, D. C., office of the Hammond Typewriter Company, has just returned from a Southern trip and reports that on this trip he closed contracts with a number of dealers for the Hammond typewriter.

Wilkes-Barre, Pa.

The board of county commissioners at Wilkes-Barre, Pa., recently opened bids for supplying fifteen wide carriage typewriters for use in Recorder Hartman's office in making the new loose leaf indices under the Cott System, which was recently adopted. It is reported that six bids were received, and the agents for the different typewriters were present and gave demonstrations of their machines. The following day the contract was awarded to the Royal Typewriter Company, whose figure, it is claimed, was neither the lowest nor the highest bid, being higher than that of three other leading machines and under the highest bidder by something more than $100. It is stated, also, that the Royal typewriter the following week was awarded the contract for supplying the equipment of the Mifflin County Court House on the highest bid.

Some Stationers and Some Office Supply Dealers Are Making Money Every Minute for Two Reasons

1—They know what to buy, where to buy and how to buy

2—They know how to sell

This may sound simple to some of you who read it, but it is not so simple as it may sounds.

More buyers than you suspect never get as much as a "look-in" to inside prices and to the many hidden by-ways of saving money for the house in getting goods from the factory or jobber to the consumer, and More store managers than you suspect never get anywhere near to the hundred-and-one ways of adding a little here and a little there to the regular per cent of profit.

A former clerk for one of the biggest and one of the most advertised office supply concerns in the United States during the past four years has risen to the position of general manager.

That man can recite whole pages from the Managers', Buyers', Selling and Local Advertising articles in MODERN METHODS.

He is a "live wire." He knows where to look for suggestions that will help him to Manage, Buy and Sell to the best possible advantage. He knows when he is reading one of those articles in MODERN METHODS that that article was written FOR HIM and he knows how to get out of it all the good there is in it for him.

Every issue of MODERN METHODS containes articles carefully prepared by men who are well paid for their work and that is why they do it so well.

For $1.00 we send you MODERN METHODS one year and free and prepaid, a copy of Sherwin Cody's wonderful book "HOW TO DO BUSINESS BY LETTER" or a copy of Arthur R. Markel's great book, "COLLECTION LETTERS." Address

MODERN METHODS

38 R. & B. BUILDING DETROIT, MICH

Typewriter Demonstrating Stand. Comptograph Adding Machine on our Stand.

IDEAL Tubular Stands

complete the usefulness and convenience of such office appliances as adding machines, typewriters, envelope sealers, stampers, letter duplicators, coin counting, changing and assorting machines, laundry markers, phonographs, dictation and transcribing machines, letter copiers and other office appliance machinery. They are compact, sanitary, stronger, lighter, more rigid, and in every way superior to any other kind of stand for business office use.

They are made of cold-drawn, seamless steel tubing, highly finished; trimmings nickel plated and feet are equipped with easy revolving casters, that will not mar the floor, or with nickel plated ball feet, or rubber tips.

The typewriting demonstrating stand, shown, has a revolving table top, which can be locked in position so as not to revolve, permits demonstrator to show all sides of machine without moving from one position. Every retailer of these devices should have them on his floor.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations.

The cuts herewith show but three of a great variety of Styles.

Our brands are used by most of the principal adding machine manufacturers and manufacturers of other business office machinery.

For further information and catalogue write the

Fowler-Manson-Sherman Cycle Mfg. Co.

Lake and Peoria Sts., Chicago, Ill.

All Makes of Typewriters at Wholesale

NOTE NEW ADDRESS →

UNDERWOOD TYPEWRITERS

To the Trade at Real Bargains

These machines are always popular and are ready sellers. We have a large supply of them on hand, also a stock of all other makes of machines now on the market. They are in the rough, complete with all parts.

Write for our latest price list.

YOUNG TYPEWRITER CO., Inc.

62 West Madison St., CHICAGO, ILL.

Known and Sold Wherever Rubber Stamps Are Used

'Excelsior" Self-Inking Stamp Pads

"New Departure Penetrative Ink" Pads

Volger's Indelible Ink Marking Outfits

Volger's Guaranteed Indelible Inks

Volger's Superior Stamping Inks
(In Bulk, Brush Bottles and Combined Ink and Distributor Cans).

Volger's Superior Sign Marker Inks

Volger's "Opake" Waterproof Ink for Stamping on Tin, Wood, Leather, Aluminum, Tracing Cloth, Etc.

Volger's "New Departure Quick Drying' Penetrative Inks
(Guaranteed not to injure Rubber Hand Stamps). Will stamp perfectly on paper, cotton goods, linens, leather, wood, and any surface that will absorb ink.

We supply, free of expense, samples of our specialties, electrotypes and advertising matter.

For upwards 25 years we have confined our efforts to the above Special Lines. Our reputation rests on the **Superior and Uniform Excellence** of our goods. Commercially, we enjoy the highest rating.

B. G. Volger Mfg. Co.

INCORPORATED
PASSAIC, N. J.
U. S. A.

Established 1884 Incorporated 1901

Exposing the wastefulness of duplicated effort

A BOOK— "Automatic Calculation of Time and Interest"

Here is a book that tells how ordinary accounting methods in the handling of time and interest problems are being revolutionized. For centuries the bookkeepers and accountants of the world have gone on wasting their time, energy and graymatter in the solution of problems that they had figured many times before.

In thousands of accounting rooms will be found clerks who are busy finding *duplicate* answers to *original* problems—problems that were solved correctly years ago. Brains wear out and profits disappear in this endless grind of unnecessary repeated calculations.

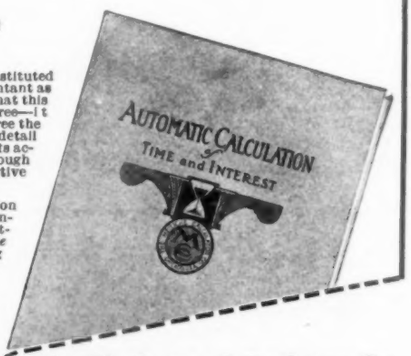
THE MEILICKE CALCULATOR

For any problem once solved is solved forever. Every recalculation of the same combination of figures to arrive at the same end is wasted, duplicated effort. And "Automatic Calculation of Time and Interest" tells how a wonderful new machine eliminates the menial brainwork now associated with the handling of interest bearing transactions—it tells how this marvellous mechanical contrivance applies the economy of manual substitution in the performance of four distinct brain wearing figure problems.

And this machine which computes interest at any rate or any amount; reckons time between any two dates; and detects whether or not the date of maturity is a Sunday, Saturday or a legal holiday—all in one simple, untiring hand movement, thus accomplishes the work of many minutes in a few seconds —with the added advantage of absolute accuracy being assured.

A business book for the bookeeper

Yet this book which tells the wonderful accounting economies instituted by this machine is as surely a book for the bookkeeper and accountant as it is for the careful employer or manager. For in spite of the fact that this machine enables one man to accomplish the ordinary work of three—it does not seek nor aim to displace skilled human endeavor, but to free the expert's mind from the shackling grind of picayune, unnecessary detail —thus increasing brain productiveness and mental activity. It puts accounting efficiency at a premium instead of a discount-and this, through eliminating the drudgery of brain-tiring, thankless and unproductive detail.



FREE This book—which has taken months in preparation —about a machine that is the culmination of combined mechanical ingenuity and expert accounting knowledge—is free to every reader of *Office Appliances* who will evidence his interest in the machine by sending the coupon without delay.

This book is of interest and value to employers, executives, managers, bookkeepers, auditors and accountants everywhere—in banks, insurance offices, lumber and real estate companies wholesale and manufacturing houses where the figuring of interest, discount, wages, etc., is a part of the day's work. It is not an adding machine or an adaptation of any adding or calculating machine idea—but a machine of specialized efficiency unapproached for speed and accuracy in the field that is all its own.

To acquire this worth-while book obligates you to nothing except to read it. And this, any man who is interested in business improvement generally, will gladly do. For the information it contains is worth dollars and dollars to you. To participate in receiving a copy of this valuable limited edition send the coupon—TODAY.

The Meilicke Calculator Co.

Peoples Gas Building, Chicago, Ill.

The Meilicke Calculator Co.
Peoples Gas Bldg., Chicago, Ill.

Gentlemen: I am interested in reading your new book. Please send me a copy with the understanding that this request imposes no obligation on me.

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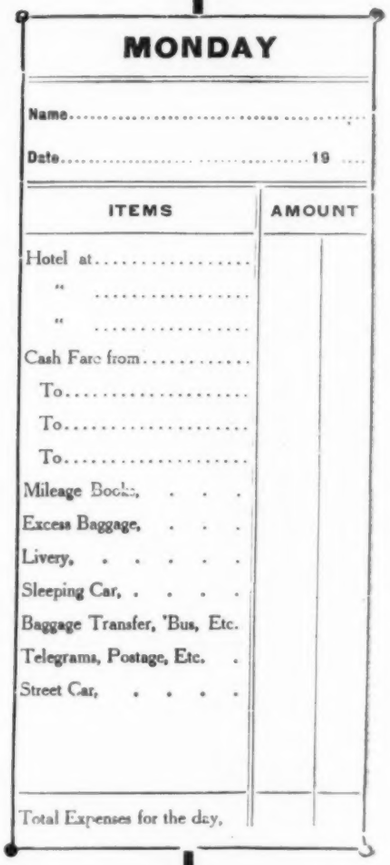

MONDAY

Name.....

Date.....19 ....

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Hotel at.....	
"	
"	
Cash Fare from.....	
To.....	
To.....	
To.....	
Mileage Books, ...	
Excess Baggage, ...	
Livery, ...	
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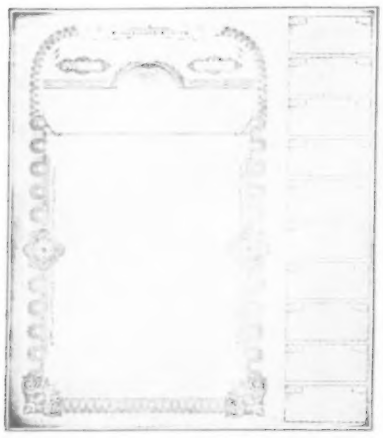

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OLIVER
Typewriter

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Exceptional ability wins promotion to more important positions.

Our "OPPORTUNITY BOOK" Free to Applicants

This book explains our Agency System and gives you a "bird's-eye-view" of the remarkable field for energetic, ambitious men in towns and villages. Whether you are "foot-loose" or permanently engaged in business or professional work, it will be worth your while to investigate our Local Agency proposition. Applicants are requested to state their qualifications and present employment.

Selling experience is not so important as the ability and determination to *succeed.*

Address all communications to

Agency Department

The Oliver Typewriter Company

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